

CHEMIST & DRUGGIST

newsweekly for pharmacy

It's Bonus Time

For Fenox and Strepsils

Fenox and Strepsils are available on bonus terms NOW. The offer is open for a limited period only, so don't miss this chance to buy these well established 'Chemist's Own' lines at the generous special terms. No limit on quantity. Order from your usual wholesaler.



Best terms 12 for the price of 10

1 dozen (assorted* if desired)

Return on investment

This gives a profit of over 1 1d per bottle on Fenox Drops, 1 4d on Fenox Spray and over 1d per tin on Strepsils.

12 for the price of 11

1 dozen (assorted* if desired)

Assorted orders (minimum 1 doz of any one product)

| Fenox Drops | Fenox Spray | Strepsils |
|-------------|-------------|-----------|
| 16 8 doz | 20 doz | 15 10 doz |
| 80 | 80 | 83 |

| Fenox Drops | Fenox Spray | Strepsils |
|-------------|-------------|-----------|
| 18 4 doz | 22 doz | 17 5 doz |

**Decimalisation:
DITB and
BBC link**

**NI Council
replies to
its critics**

**EFTA and
factory
inspections**

**NPUM autumn
promotions**

Lancôme's new look is a natural look.
So natural you can barely see it, and so successful
that you'll barely have time to see it on your shelves.

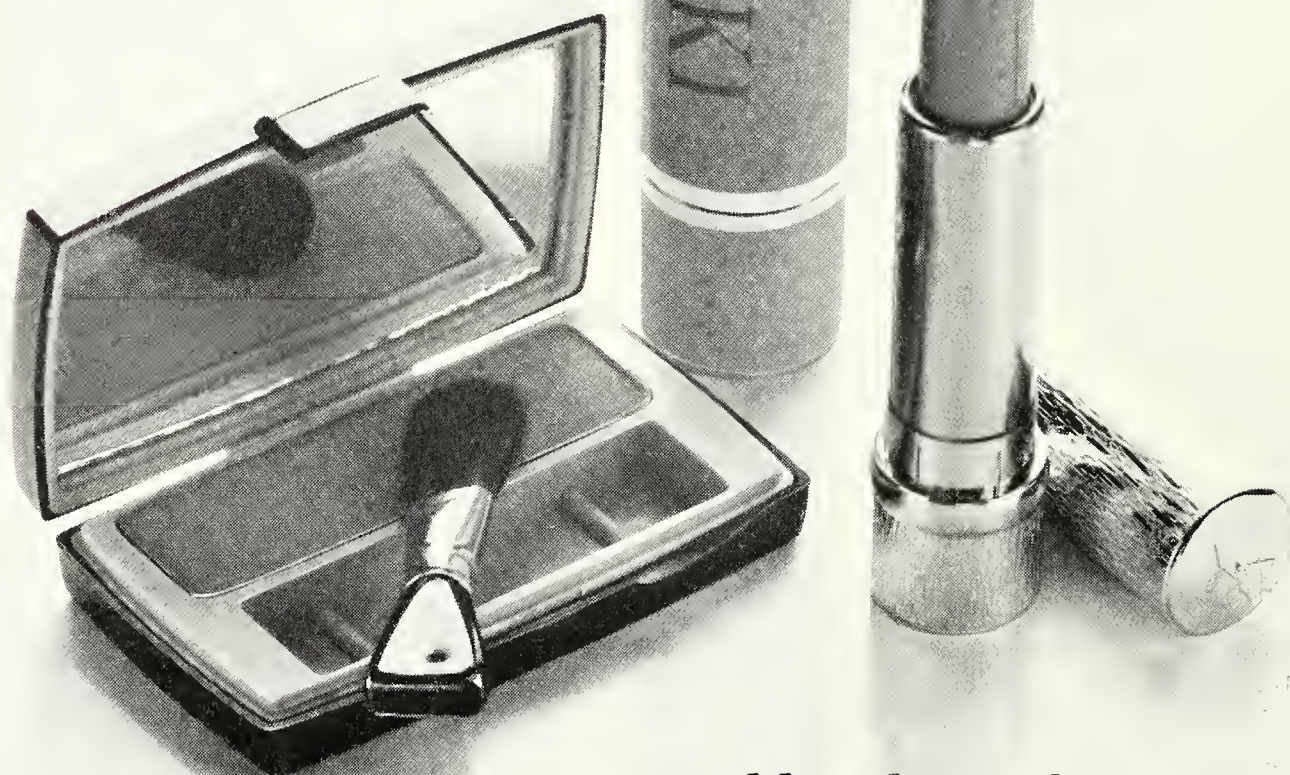
The total, natural, Lancôme look is achieved
with three great new products:

MIMAKI — a new concept in
foundation creams,
moisturising but not greasy.
In three shades — Sport, Moyen
and Clair.

MAQUI BLUSH — adds a hint of
true, transparent colour.
Available in three shades —
Blush Dore, Blush Secret and Blush
Rose.

LIPSTICKS — to give a smooth,
soft, unmade-up look (5 shades).

Stock these and display them.
Full Colour advertising
support will be appearing in top
glossy magazines.



**Lancôme's new natural look make-up.
It moves so fast you can barely see it.**

LANCÔME
14 Grosvenor Street, London W.1.

CHEMIST & DRUGGIST

111th year of publication Vol. 194 No. 4724 The newswriter for pharmacy

CONTENTS

| | |
|----------------------------------------------------------|-----|
| FIP warning on too rigid controls | 261 |
| DITB and BBC in decimal link | 262 |
| Indian minister criticises drug prices | 262 |
| Woman dies in pharmacy fire | 263 |
| Self-service at Dunfermline Co-op | 263 |
| The Xrayser column: Wholesale slaughter | 264 |
| Total Beauty Ltd. Compulsory liquidation | 269 |
| NPUM gives boost to two ranges this autumn | 273 |
| Comment <input type="checkbox"/> EFTA leads the way | 281 |
| History of the British Pharmaceutical Conference 1911-12 | 284 |
| Metal shelving blends with timber | 286 |
| NI Health Centres: Council replies | 291 |
| Open shop | 292 |
| Apothecary to pharmacist. Switzerland | 294 |

WELLCOME INSTITUTION LIBRARY

| |
|----------|
| WelMOmec |
| |
| |
| |
| |
| |

| | | | |
|------------------|-----|---------------------------|-----|
| Appointments | 270 | New Officers | 264 |
| Bonus Offers | 276 | New Products | 275 |
| Books | 281 | On TV Next Week | 273 |
| Business Briefly | 269 | People | 270 |
| Coming Events | 296 | Prescription Specialities | 275 |
| Company News | 269 | Professional News | 291 |
| Deaths | 270 | Promotions | 273 |
| Letters | 282 | Sport | 264 |
| Equipment | 292 | Trade News | 276 |
| Market News | 296 | Classified Advertisements | 297 |

Editor Arthur Wright, MPS, DBA
Deputy Editor R. E. Salmon, MPS
Markets Editor W. S. Bowman, MPS, MPharmM
News Editor Stephen Hatcher
Technical Editor R. Baxter, BPharm, MPS
Information Services L. H. Copley
Price List D. J. Davis
Art Editor Peter Hewitt
Design Tim Stuart
Advertisement Manager James Lear
Advertisement Executives
J. Foster Firth, MPS
D. P. Peavers
P. J. Ferrary
E. L. Sheard, 32 Wymond Rm, West Park, Leeds LS16 6HX (Leeds 67-8438)
E. A. Craig, 8 Merrylee Road, Newlands, Glasgow S 3 (Merrylee 6356)
Classified Advertisements John Threlwell
Production Y. Harman
Subscription Manager A. A. Golding 01-777 8271
Publisher Donald Gaffney, MInstM
Published every Saturday by Morgan-Grampian (Publishers) Ltd, 12 D'Art Street, London, WC1A 1DA (01-240 0855)
Subscription Department Summit House Glebe Way, West Wickham, Kent (01-777 8271)
Home and Overseas £6 pa, 5s per copy (including postage)
Contents
Member Audit Bureau of Circulations



EFTA discussions on uniform standards for drug factory inspections See Comment p. 281

Announcement



From September 1st, 1970 The Bayer Products Company will be known as Winthrop Laboratories

This decision will clearly link the name of the Company with that of its associated research establishment, exporting organisation and production plant in the United Kingdom. It will thereby create a common identity in all spheres of operation.

Apart from its name, the Company will not change in any other respect. Its products, personnel and policies will not be affected and it will continue to pursue the high standards of service that it has always set itself.

WINTHROP

WINTHROP LABORATORIES, SURBITON-UPON-THAMES, SURREY

FIP warning on too-rigid drug controls

Some dangers of "too sweeping international control" of drugs liable to abuse were put before members of the 1970 International Pharmaceutical Federation meeting at Geneva on September 1.

Speaking at the main symposium on hallucinogens, Dr E. Lang, Switzerland, said it was not possible to have binding international control. Governments should reserve the right to reject parts of a protocol even while being required to licence manufacture and control supply and international trade.

The WHO draft protocol on psychotropic drugs did not allow for the medical use of hallucinogens and was aimed at bringing about their disappearance.

There were drugs for which details of intention were to be submitted to scrutiny before

research in man, but Dr Lang was of the opinion that there were occasions when the tests would be based on unpublished work unknown to the authorities.

It should be enough to submit details of work carried out.

Licensing of manufacture was necessary the speaker concluded, but the procedures should not make it difficult for the physician to obtain the quality of drug he required.

Some 2,000 participants from more than 40 countries, 90 from Great Britain are attending the FIP meeting. It is the 23rd General Assembly combined with the 30th International Congress of Pharmaceutical Sciences.

The opening session was addressed by M. Hans-P. Tschudi, president *Confédération helvétique*.

The president referred to difficulties about to be faced by the pharmaceutical profession. It would keep its dignity, he said, and the support of the public, if it put its knowledge at the service of physicians and the public, and individuals continually up-dated their knowledge after qualification.

During the opening ceremony, the Host-Madsen medal was presented to Professeur Dr Hans Flück of *l'Ecole Polytechnique Fédérale de Zurich*, by Professor J. M. Rowson, head of Bradford school of pharmacy.

Prize winners at Bath

Prize-winners for the 1969-70 session at Bath School of Pharmacy are: B Pharm 1: Boots course prize, Miss S. E. Appleyard, Enfield; Gibbs' prize, Miss N. I. Morrish, Sidmouth; Hodders' prize, M. J. Shott, Portsmouth; Plymouth Branch, Pharmaceutical Society prize (Alan H. Ware Memorial), Miss R. Hoare, Gibraltar.

B Pharm 2: Upjohn prize, B. K. H. Shah, Nairobi; Boots subject prizes, Pharmaceutical Chemistry, B. K. H. Shah, Nairobi; Pharmacognosy, Miss M. E. Trump, Bournemouth;

Wellcome prize, V. N. Evans, Wolverhampton; ICI prize, Pharmaceutics, Miss M. E. Trump, Bournemouth.

B Pharm 3: Ferris Gold Medal, No award; Evans medical prize; Pharmaceutics, Miss J. Harrison, Oxford; Pfizer course prize, Miss R. M. Baird, Nottingham; Boots subject prizes, Pharmacology, P. W. Woodman, Minsterworth, Glos; Pharmaceutics, Miss M. V. Broxup, Liverpool; *Chemist & Druggist* prize, G. I. Forbes, Clarendon, Jamaica.

Postgraduate Award (T. D. Whittet Award): R. M. Tyrrell, Milverton, Som.

Welsh hospital nominees

Nominations are being invited for a hospital pharmacist to serve on the new General Pharmaceutical Committee of Wales. The representative will be elected by hospital pharmacists in Wales, and an election notice and nomination form have already been sent to them.

Any pharmacist engaged in the hospital service in Wales who has not received a nomination form should apply at once to: The Secretary, General Pharmaceutical Committee of Wales, Mallinson House, 321 Chase Road, London N 14.

Narcotics production in 1970

New estimates for the production of narcotics in the UK during 1970 have been published in the Estimated World Requirements of Narcotic Drugs (UN Publication E.F.S. 70X16.) The new estimates are (in kilos except where otherwise stated) — alphamethadol 1g, anileridine 100g, bezitramide 20g, cannabis 55, cannabis resin 50g, cocaine 122, codeine 13850, dextromoramide 30, diethylthiambutene 11g, dihydrocodeine 1505, dimethylmorphine 500g, diphenoxylate 200.3, dipipanone 70, ethylmorphine 206, etorphine 120g, etorphine 3-methyl ether 1, fentanyl 50g, heroin 80, hydrocodone 5, hydromorphone 150g, isomethadone 2g, levorphanol 2, methadone 45, methadone intermediate 120, morphine 22,522, opium 229,700, oxycodone 8, pethidine 1,000, pethidine intermediate A 4,250, pethidine intermediate B 100g, pethidine intermediate C 100, phenazocine 4, phenoperidine 400g, pholcodine 990, piritramide 4g, thebacon 20g, thebaine 355.



This "emblem, symbol or logo" has been registered by the Pharmacy Board of South Africa under the Heraldic Act. It will soon be available for use as a distinguishing sign by pharmacies in South Africa under conditions laid down by the Board.

Fire strikes again

The chemists' shop of F. E. Norburn Ltd in Swan Street, Sileby, Leics, which has been closed since severe damage was done by fire last February, was endangered by a fire which broke out recently in a store next to the shop. Firemen were able to prevent the flames from spreading to the shop, although various fittings which were in the store at the time were destroyed. A considerable sum has been spent on restoring and modernising the pharmacy and it should be open for business towards the end of the month.

Inter-Alia make firm stand

Inter-Alia Ltd stood firm on the principle that workers in the pharmaceutical industry should expect to exercise responsibility, when they met workers' representatives on August 28 to discuss the stoppage at their Girvan factory.

The stoppage resulted from a walk out by about 70 employees on August 11 and whom Inter Alia are refusing to take on again.

Mr R. Simon, a director of the company, told the *Chemist & Druggist* on September 1 that production rate was gradually increasing. A certain amount of picketing was still going on but officials of the Transport and General Workers Union had admitted at the August 25 meeting that the workers had made a mistake in walking out. The company suffered a direct loss from the stoppage of £7,000 of stock and there have been subsequent production losses owing to the stoppage.



M. Hans-P. Tschudi, president, *Confédération helvétique*, welcomed some 2,000 members at the opening session of the International Pharmaceutical Federation.

Indian minister hits drug prices

The Indian Minister for Petroleum and Chemicals, Dr Triguna Sen, announced in the Indian Parliament recently that a thorough investigation into the cost structure of the drug industry would be made and that cost and quality experts would be commissioned for the purpose. Explaining the difficulties in forcing drug price control, Dr Sen said that certain foreign firms had been pulled up in their own countries for profiteering. All that the Government sought to do now was to fix drug prices at a reasonable level and that the Law Ministry had been asked to draft a bill to that end.

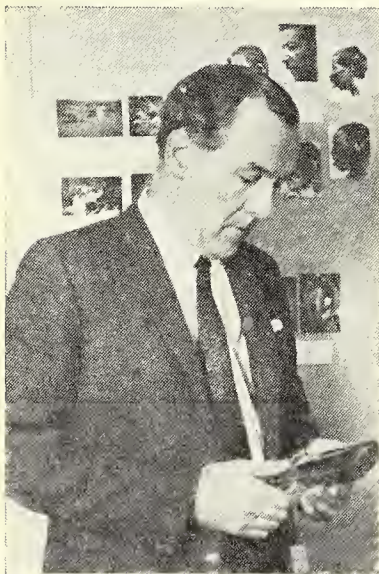
'New-look' for a medical museum

The layout, and the emphasis of the exhibition, at the Wellcome Museum of Medical Science on the upper ground floor of the Wellcome Building, Euston Road, London, have been changed.

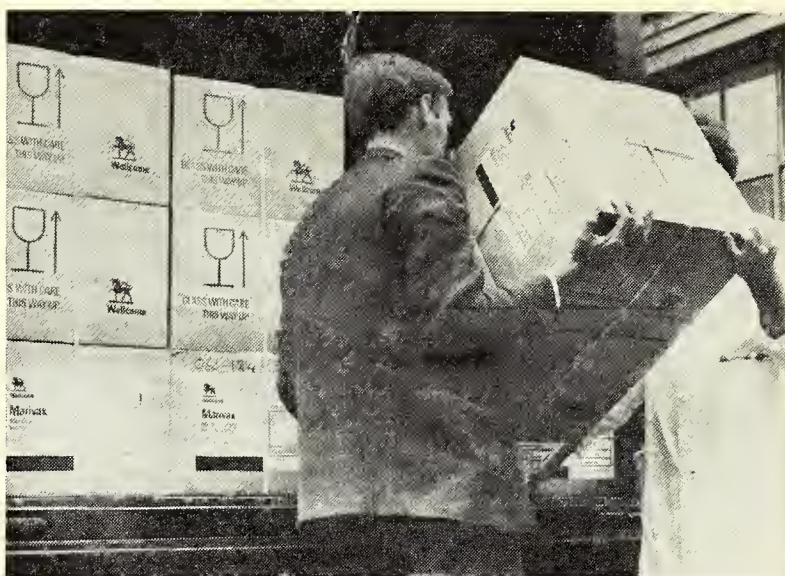
The display area is now broken up into 80 study units in which students can work surrounded by material on the subject they have chosen, each unit has a folder containing the latest literature on the subject.

The museum is laid out in a thematic fashion beginning with the smallest biological particles and proceeding to an account of medical zoology in which animals are displayed.

Previously, the emphasis was on tropical diseases, now while retaining its usefulness to students in that field, the subjects are wider based.



Dr A. J. Duggan, director of the Wellcome Museum of Medical Science in a section called '20 questions'



A consignment of Marivax being dispatched in refrigerated containers from the Wellcome Research Laboratories, Beckenham, to London airport for shipment overseas. Wellcome have been licensed by the UK Ministry of Agriculture to export this vaccine, pending the granting of a licence, expected shortly, for supply in Britain. The vaccine has been developed in conjunction with the National Research Development Corporation. The extensive trials which have been carried out with Marivax over 12 months in Britain as well as overseas show a rewarding success in the control of Marek's disease. The large-scale production of this vaccine provides an important scientific advance against one of the most serious diseases of poultry

Decimal training link by BBC and DITB

The Distributive Industry Training Board is linking up with the BBC in a do-it-yourself simple decimal training programme aimed essentially at the small shopkeeper or small training groups.

The BBC will produce a teaching disc dealing with all facets of D-Day problems and the DITB will circulate the disc free of charge to all levy-paying firms.

The disc will be distributed in an attractive pack with appropriate background information about its use. The scheme is expected to be especially helpful to small shopkeepers. Extra supplies will be available at a price of 14s each.

It is expected that about 30,000 records will be distributed early in October.

Following on the Training Times decimal series and the booklet Ten Steps to D-Day the joint venture with the BBC is the final phase of the Board's training programme. Much of the teaching material on the disc will be used in subsequent BBC programmes.

"Ten Steps to D-Day" has run through four reprints in two months and is nearing a circulation of 250,000.

To meet the demand the Board has agreed to make further supplies available to the

industry. Requests should be addressed to the Information Services Department, Distributive Industry Training Board, MacLaren Houses, Talbot Road, Manchester M32 0FP.

Chemical ITB: Scope changes

Wholesale dealing in certain chemicals by companies whose chemical manufacturing activities are carried on by associated companies outside Great Britain are to be brought under the scope of the Chemical and Allied Products Industry Training Board if proposed amendments to the 1967 Order are passed.

Also affected will be wholesale dealing in any drug or medicine by the user of a trade mark in respect thereof which had been either: (i) manufactured for the user of the trade mark by another person in pursuance of a contract to do so; (ii) imported into Great Britain by the user of the trade mark in a state in which it is ready for sale in the United Kingdom.

DCB's warning on conversion

No one should try to construct his own decimal currency conversion table or try to calculate his own roundings, states the Decimal Currency Board. Adding that using the official Shopkeepers' table is easy the Board say that the public will be very price-conscious during the changeover period when the Board's publicity will encourage them to expect the table to be applied to retail prices.

The Board emphasise that the table does not exist for the exchange of coins.

Drug industry in France

Despite the strictest regulations in Western Europe, France's pharmaceutical industry is doing all right, according to a study reported by the Organisation for Economic Co-operation and Development.

The annual pharmaceutical industry sales are running at about 6,000 m Frs, with export about one-seventh of the figure, representing a year-to-year increase of 17 per cent.

French manufacturers are not expanding any faster because of high costs of specialised personnel and research.

Moreover, Government price regulations and inspections have eliminated smaller firms and allegedly favoured the establishment of 60 well-financed subsidiaries of foreign pharmaceutical giants, it is pointed out.

Medical care costs, particularly for drugs, are rising rapidly. In eight years, they increased from 7.8 to 11 per cent of total consumer expenditure.

Ulster report

Successful examinees

The following candidates were successful in the Part II Part A examination conducted by the Pharmaceutical Society of Northern Ireland recently: Jennifer M. Aylin; F. A. F. Duffy; M. Frazer; Susan I. Goldsmith; M. N. Grimshaw; Qudrat Jamshidi; Linda J. Petch; Gillian H. Richardson; J. Rolston; Elizabeth A. Steede; Kathleen M. Thompson.

The following passed Part II Part B examination: F. A. F. Duffy; Susanne A. Luney; Muriel A. Nicholl; Olatubosur O. Shonubi; I. G. Simpson.

Woman dies in pharmacy fire

Tragedy struck the pharmacy of Mr. Frank Garvey, Main Street, Swords, co Dublin when an assistant died in a fire that broke out in the premises on August 22.

Victim of the fire was 20-year-old Mary Louise Ann Quigley, Bothar Brughra, Drogheda. She was working in the pharmacy when fire suddenly swept the building. Firemen, wearing breathing apparatus, fought their way through dense smoke to find Miss Quigley lying unconscious on the floor of an upstairs room. The pharmacy was badly damaged in the blaze the origin being unknown. Miss Quigley was about to start her academic course for the Assistants' Examination in October.

On the same day Mrs Rosemary Conway, wife of Mr Sean Conway, MPSI, Ashbourne, co Meath, was killed when a car driven by her husband was involved in a road accident.

Drug control in Ceylon

The Government of Ceylon is to review the entire system of the local manufacture of drugs. The Hospitals Formulary Committee has decided not to recommend any new units for approval until the entire industry in the manufacture of drugs locally is reviewed.

Importers up to now have been given block allocations of foreign exchange for importing drugs, being free to import whatever they want.

In the future foreign pharmaceutical companies who import drugs will have to specify the drugs which they wish to import and control will be imposed itemwise. The Hospitals Formulary Committee has decided to exercise greater control over imports and local manufacture since foreign exchange spent on this comes next to that spent on food and textiles.

Last year, the Civil Medical stores imported drugs to the value of nearly Rs. 20 m, the private sector imported another Rs. 20m worth of drugs, and allocations given to the import of raw materials for the manufacture of drugs about Rs. 10m.

Now the Committee is looking into various aspects of this and will recommend to the Government the measures to be adopted. Some of these aspects are the high prices of locally made drugs and the possibility of price-controlling these.

Self-service for Dunfermline Co-op

A new town centre pharmacy for Dunfermline Co-operative Society Ltd recorded takings several times higher than in the older premises on opening day, August 15.

Variety store layout and walk-round self-selection has been adopted for much of the work, with counter assistants for medicines, cosmetics and photographic goods. Other departments cover toiletries, stationery, giftwares, household preparations, wigs, soft toys, and jewellery. The dispensary is a self-contained room within the department with service hatch facilities and with a waiting area.

Salesmaster 'Shop 'n Shop' fittings have been used throughout with bold eye catching wall canopies carrying concealed lighting.

Central feature is an 'open shop' in the new fittings, providing walk round and walk through inspection of major items of merchandise.

A pram court inside the store allows mothers to park their prams while looking round the pharmacy. Baby needs are located within the department immediately on entry.

Mr Alexander D Thomson is in charge of the six pharmacies operated by the Society has his headquarters at the new Randolph Street premises. He trained at Aberdeen School of Pharmacy and joined Dunfermline Co-operative in 1962.

Overseas support for INDROFA

About 10 per cent of the 450 exhibitors at this year's INDROFA will be from outside West Germany and will include eight from Great Britain.

To be held in Frankfurt-am-Main, September 18-22 the exhibits will include pharmaceuticals, diabetic food stuffs, cosmetics, perfumery and other toiletries. The annual German Chemists' congress is being held in conjunction with the exhibition.



The "open shop" in the centre of Dunfermline Co-operative Society's new pharmacy (see "Self-service in Dunfermline")

Labelling of soft drinks

The only permitted artificial sweetener in soft drinks is saccharin but manufacturers and others will be given a further year, for example, until December 31, 1971, to use up existing stocks of labels on which the phrase "permitted artificial sweetener" is used to declare the presence of saccharin in their products. After that date the labels of such soft drinks will have to carry a specific declaration that they contain saccharin.

This is the effect of proposals, issued on August 13, to amend further the Soft Drinks Regulations 1964.

Advertising of proprietaries

European proprietary medicine makers are striving to defeat a Common Market legal ploy that would doom proprietary medicine advertising in the six nations, writes our correspondent in Geneva.

They fear that the principle would then spread throughout the larger European trading bloc, and set a precedent throughout the world.

"All pharmaceutical advertising shall be prohibited which recommends self-medication," reads paragraph 7 in article 11 of the proposed EEC Directive on drug advertising.

Opponents of the scheme point out that approval of a Directive would bind the Six under the Treaty of Rome to pass appropriate legislation, yet the EEC aims, unsuccessfully thus far in the drug field, to "harmonise" laws and to liberalise trade.

Para 7 on self-medication was

rushed through the European Parliament when only 15 national members were present.

An international congress of proprietary medicines manufacturers will be held at Baden-Baden, Germany, October 11-14.

Irish news

Examination results

The following have passed the Licence examination of the Pharmaceutical Society of Ireland and are entitled to registration as pharmaceutical chemists: Brendan D Casey, Donald J Dempsey, Humphrey T D M Gibbs, Denis J Hickey, Ranjith Laloo, Fintan M Molloy, Mary B O'Connor, Catherine M O'Donnell, Neville R R Thom.

Thieves smashed the window of the pharmacy belonging to Mr M Costello, 25 Marino Mart, Fairview, Dublin, a former president of the Pharmaceutical Society of Ireland, on the night of August 24-25 and took £200 worth of Polaroid cameras. This is the fourth time in recent years that the pharmacy has been broken into.

The selection of Mr John P O'Donnell to represent pharmacy on the Galway-Mayo Regional Health Board completes the nominations of pharmacists to the eight Regional Health Boards being set up to administer the new health service coming into operation in April 1971. Mr O'Donnell, a former president of the Council of the Pharmaceutical Society of Ireland, is an active member of the Council.

NEWS IN BRIEF

□ The Association of the British Pharmaceutical Industry has been distributing, to doctors and others, a booklet about the industry intended to be placed in waiting rooms and public libraries. Titled "Medicines that protect us," the booklet tries to put over the industry's achievements by giving a few health statistics that "may have been overlooked or taken for granted."

□ The closing date for the receipt of applications for the Queen's Award to Industry 1971 is October 31, 1970. These awards will be the first made under revised arrangements resulting from a review of the scheme earlier this year.

□ The third booklet by Twinlock Ltd, "Planning for Decimalisation" includes articles on payroll conversion problems and "Decimal Currency"—a personal view by Albert Battersby.

□ The Industrial Training (Distributive Board) Order 1970, operative from July 29, excludes from the Board's definition the sale, by the manufacturer, of certain chemical products manufactured outside Great Britain and sold by wholesale. The products include disinfectants, pesticides, fungicides and herbicides. The activities of a charity are also excluded.

□ The American College of Apothecaries, in co-operation with the American Institute of the History of Pharmacy, has published "History of the American College of Apothecaries — The First Quarter Century 1940-1965" by Ernst W. Stieb, professor of the history of pharmacy, University of Toronto. The book is available from the American College of Apothecaries, 7758 Wisconsin Avenue, Suite 412C, Washington, D.C. 20014 at \$5 per copy.

New officers

Guild of Public Pharmacists

London.—Chairman, J. R. Peattie, treasurer, Miss E. E. James; secretary, J. B. G. Parker, Pharmacy, East Ham Memorial Hospital, Shrewsbury Road, London, E.7 8QR.

SPORT

Manchester Pharmaceutical Golfing Society. Winners of the Woolley Trophy, played for at Mere Golf and Country Club on August 5, were 1, T. Moffatt; 2, Dr McGregor.

South London and Surrey Pharmacists' Golfing Society. Results of the competitions held at Croyham Hurst Golf Club on August 12: John Widocks Trophy, 1, Rearg (8) 41 pts; 2, A. V. Hall (16) 41 pts; 3, S. M. Hutchinson (12) 40 pts. Fourteen and under handicap prize, F. Jamieson (9) 39 pts. Fifteen and over handicap, G. G. Watt (18) 38 pts. Special prize H. Wilson (13) 35 pts. Best score on first nine holes, A. Talbot (16) 21; on second nine, J. Duckett (7) 20 pts. Scratch prize, P. Hedges (1) 70 gross. Senior's prize (members only), H. V. Powell (18) 38 pts. Visitors' prizes, 1, F. Fuller (13) 38 pts; 2, G. Jones (21) 38 pts; 3, R. Evans (15) 38 pts.

The Xrayser column

Wholesaler slaughter

I have considerable sympathy with your correspondent from Paddington whose account has been closed by a firm of wholesalers on the grounds that he did not purchase the required £150 per month (p.248). The practice has been resorted to by at least one other of the dwindling band of suppliers left in this country, and I am concerned on your correspondent's behalf and that of others in like circumstances, for it is extremely unwise to have only one source of supply in these days of perpetual shortages. The only hope of fulfilling one's obligations under the National Health Service is to keep open, if at all possible, several lines of communication, so long as they are not blocked by action such as your correspondent describes. I am not at all sure that there is not ground for complaint to the Department of Health on the basis that such arbitrary behaviour by wholesalers militates against the interests of patients using the service.

I am also very much with the writer when he draws a comparison between what his account is and what it might have been if all the goods ordered had been forthcoming. It does not seem long since half-a-dozen wholesale *and* manufacturing chemists were pressing me to buy my galenicals from them, and it was made perfectly clear that that was the kind of business they wanted above anything else. We all know that there has been a shift of emphasis in demand and in practice, but I have recently been astounded at the number of ordinary everyday items missing from my orders. To name only a few in recent weeks — Lassar's paste, crystal violet, ammoniated mercury ointment, eucalyptus oil, ammonium carbonate, potassium citrate, lemon spirit, citric acid (three inseparables) and, of all things, white soft paraffin. Admittedly, the total value of the items listed would have made small impact on the £150 figure mentioned by "Paddington Chemist", but one would expect to experience no difficulty in getting them on demand.

Swings and Roundabouts

I have been made familiar with, or perhaps it would be more accurate to say I have been told of, the arguments supporting the case for the wholesaler—that it costs two shillings per mile for local delivery; that it costs one shilling and sixpence per item ordered (it might even have been ten and six) and anything costing less than that is handled at a loss. But while, statistically, those facts may be perfectly accurate, the argument seems to overlook a pertinent factor.

In trying to give a comprehensive service there must be difficulties. There is not a pharmacist in the land who does not, under the terms of the Drug Tariff, find himself faced with swings and roundabouts—with the rough and the smooth—and when one considers the wholesale price of some proprietary medicines used in dispensing, sometimes a very small selection indeed can total £50. I am the less impressed when I find myself unable to get on demand a supply of potassium iodide but never seem to have difficulty with psychedelic shades of hair dye.

Epidemic

There seems to have been, in recent weeks, a rash of additions to established preparations which will add to the difficulties of the pharmacist—and, to be quite fair, to his wholesale supplier, to whose defence I rush. There is the addition of codeine to a popular cough expectorant; paracetamol to an anti-inflammatory tablet which I have frequently been led to believe was self-sufficient, and duplication in the shape of a 50mg capsule of a similar nature when we already have a capsule of 25mg. People seem to be able to swallow a couple of aspirins when it suits their own special purposes—why not two capsules of Indocid?

Minalka. **Five million people could be buying it inside a year.**



Minalka is a new mineral diet supplement that first became available in Denmark 18 months ago.

In that short time, the number of people who have taken Minalka has risen to an astonishing 11% of the population—over half a million people.

Based on the Danish sales, 5 million people could be buying Minalka in this country inside a year.

Especially when you consider the advertising support it will be getting.

To tell your customers about Minalka, we're taking big spaces in the national press—the Sunday Mirror, Sunday Express, News of the World, the People, and the Sunday Post.

Your Chemist Brokers' representative will give you all the details when he calls.

Sole U.K. distributors:

Chemist Brokers, Food
Broker House, Dorking, Surrey.

Minalka
*mineral diet supplement
taken daily by thousands of Danes.*

Philips photographic packs

The new Flashpack 7

Here's the latest version of the famous Flashpack. Each holds 48 PFC4 (192 flashes), 80 PFIB, 50 AGIB Super. The PFC4's are packed in two card dispensers with 8 x 3 cube packs in each (24 cubes, 96 flashes). Great feature of these sturdy packs is the gravity feed system which makes for quick, efficient handling of individual cubes, cuts out frustrating fiddle! Use your gravity feed dispenser on your counter or fix it to the wall with its own self-adhesive wall mounting.

Each Flashpack 7 holds our usual handy dispenser with a supply of leaflets giving hints on flashlight photography.



PHILIPS

Philips Electrical Limited,
Lighting Division, Century House,
Shaftesbury Avenue, London WC2H 8

Light up the profit picture

The Halogen Projector Pack

Every Halogen Projector Pack contains a clear, plastic Handipack with eight tungsten-halogen lamps stowed neatly inside—four A1 215's and four A1 216's.

These fit over 80 popular types of cine and slide projector. You'll find the Handipack ideal for display either as a counter unit or as a wall unit using any number of Handipacks locked neatly together with their own special interlocking sides. And when you've sold all your Philips Halogen Projector Lamps you can use your Handipack units for filters, adapters or lenses. Display the lamps in the Handipack and get the best out of sales.



Philips brighten up photography

Don't let Mirror readers suffer



Make sure they can see you stock Macleans

Because Macleans advertising is being concentrated where it will reach the biggest market provided by any daily newspaper.

And that means the Daily Mirror, with 14,938,000 readers.

There'll be large dominant spaces in specially selected positions.

Every week throughout the year.

Display a Macleans carton, starting now—and let all Mirror readers see you stock Macleans.



**Macleans
Indigestion
tablets.**

COMPANY NEWS

Total Beauty Ltd in compulsory liquidation

A recent meeting of creditors of Total Beauty Ltd, 89a High Road, London N22, distributors of an aerosol depilatory was told by the official receiver, Mr P. C. Hewett that the company was said to have an estimated deficiency to creditors of £82,097.

In the middle of Mr Hewett's report on the company's trading Mr John Wade, husband of Ishbel Kay Ross Wade, one of the company's directors, shouted: "These things are lies."

Mr Wade objected to the official receiver's report being based on information given by Mr F. D. Robinson, a director, and a former director Mr P. J. Tyler.

Mr Hewett "If you had attended on the official receiver as you were requested to do we might have been able to report what were your opinions of the position."

Mr Wade claimed that somebody had deliberately given the official receiver an address for him in Reading when it was known that he was really in France. As a result he had not received an invitation to attend. In further interruptions Mr Wade alleged creditors were being misled and added: "This is the biggest scandal to ever hit the bankruptcy court."

Mr Hewett threatened to have Mr Wade removed if he did not stop interrupting.

The official receiver stressed that the information he had was based on what had been told to him by Mr Tyler and Mr Robinson. The figures of debts and assets were Mr Robinson's figures.

A debenture for £20,000 was issued on June 10, 1970, the official receiver continued. He told creditors the validity of that debenture was questionable and it would be a matter for further inquiry.

He said the company's assets had been estimated at £20,926 which included cash at bank £5,106 and book debts £12,000.

The debts were made up of preferential claims £7,360, debenture £20,000 and unsecured claims £75,663.

Creditors nominated Mr O. N. Martin, chartered accountant, as liquidator.

LRC International: "great expectations"

Mr A. R. Reid, chairman, LRC International Ltd said at the company's annual meeting last week that they had great expectations in relation to LRC's drugs for enlarged prostate and excess cholesterol in the blood. The first was expected to come to the market within two years,

while the latter will probably take longer. Both were expected to be in large demand bringing much benefit to the group.

In the next few months the company expects to introduce "new and important" drug formulations.

An analysis of sales and profit respectively for the year ended March 31 shows — protectives, gloves and other disposables 43 per cent and £2.12m; pharmaceuticals, toiletries, medical supplies, etc, 19 per cent and £603,000; wines and spirits 36 per cent and £152,000; vending automats 2 per cent and £135,000.

Of the total sales the United Kingdom market took 76 per cent, Europe 8 per cent and North America 16 per cent.

The hospital and medical supply division grows in performance and the chairman feels it has an excellent future. Opportunities are there on an increasing scale which will be developed as rapidly as possible.

In line with forecast at the time of the Carlton acquisition, group profits emerged at a record £3.01m, for the year ended March 31, compared with £2.9m, in 1968-69. Sales totalled £34.84m, (£25.64m).

Profit forecast met

Kingsley & Keith Chemical Group Ltd which became a public company earlier in the year had pre-tax profits of £202,219



Mr C. C. Keith, managing director

against a prospectus forecast of £190,000 for the year ended April 30.

Tax takes £97,310 leaving a net profit of £104,909 and the dividend is 17½ per cent as promised.

Beecham's new site

The Irvine Development Corporation has received an application from Beecham Group Ltd for outline planning permission for its pharmaceutical factory at Irvine, Ayrshire. The application has been submitted to the Scottish Development Department for clearance, and will then go to Ayrshire County Council for comment.

The factory will be about two miles south-east of Irvine and three-quarters of a mile east of Meadowland, originally discussed as a site

Business briefly

Laporte Industries (Holdings) Ltd: Mr Aubrey Jones is succeeding Lord Hill as chairman on November 1. The post is non-executive. Lord Hill will remain a director until March 31, 1971. Messrs R. M. Ringwald and Mr G. F. Somerville have been appointed assistant managing directors.

British-American Tobacco Investments Ltd (subsidiary of British-American Tobacco Ltd) have received acceptances of their offer to acquire Wiggins Teape (C&D, June 13, p 902) from more than three-quarters of the holders of Ordinary and Preference stocks. The offers have been declared unconditional.

Mr W. M. Dolan, MPSI, 187 Cahirdavin Park, Limerick, has opened a pharmacy in Limerick city. He had previously been manager of pharmacies in Limerick and Athlone. Mr Dolan, who qualified in 1961, is also married to a pharmacist, his wife, Annie Brigid, having qualified in 1952.

Bydand Ltd made a pre-tax loss of £60,628 in the year ended March 31, against a profit of £355,404 in the previous year. There is no final dividend so that the interim of 7½ per cent paid earlier compares with a total of 21 per cent for 1968-69.

Morgan-Grampian Ltd, publishers of *The Chemist and Druggist*, have acquired the capital of Professional Projects Ltd. One of the main activities of Professional Projects is the publication of the weekly medical newspaper *Pulse*.

Hlford Ltd, have awarded Kent Instruments Ltd, Luton, a £100,000 contract for process control equipment for a new photographic film manufacturing block at Brentwood, Essex. These new facilities will add substantially to Hlford's production capacity at Brentwood.

Dixons Photographic Ltd show a pre-tax profit of £225,930 for the 53 weeks ended May 2 (£236,982 in previous year). Dividend is unchanged at 20 per cent. Directors say the current year will see a "very substantial increase in group profits."

Remokil Group Ltd had a good first-half year with pre-tax profits up by 25 per cent to £1,073,000. Second-half prospects are also "good." Group turnover rose from £5.9 m to £6.6 m.

The pharmaceuticals division, Imperial Chemical Industries Ltd, has won the ICI inter-division safety competition for the fourth time in its history. The latest success is for the year ended June 30.

R. Weston (Chemists) Ltd are closing down their branch at 135 Whiteladies Road, Clifton, Bristol 8, as from October 3.

Mr J. Wellwood has closed his pharmacy at 279 York Street, Belfast 15, because of redevelopment. New premises, 145 Ormeau Road, Belfast 7.

Reed International Ltd is the new name of Reed Group Ltd.

Appointments

E. R. Squibb & Sons Inc: Mr Frank Ridgway, director of the Squibb international development laboratory at Moreton, Wirral, has been appointed director of pharmaceutical development (world-wide) for E. R. Squibb & Sons Inc, New Brunswick, New Jersey, USA. He will head one of four main sub-divisions of Squibb's research and development operations. The others are diagnostic product development, biometrics, and program planning.

Wellcome Foundation Ltd have appointed Mr Brian Morgan consumer marketing operations manager. Mr Morgan will be responsible for the increased emphasis by Wellcome on products, freely available over the chemists' counter. Mr Terry Rooney, BA, has been appointed the company's liaison officer for the Americas.

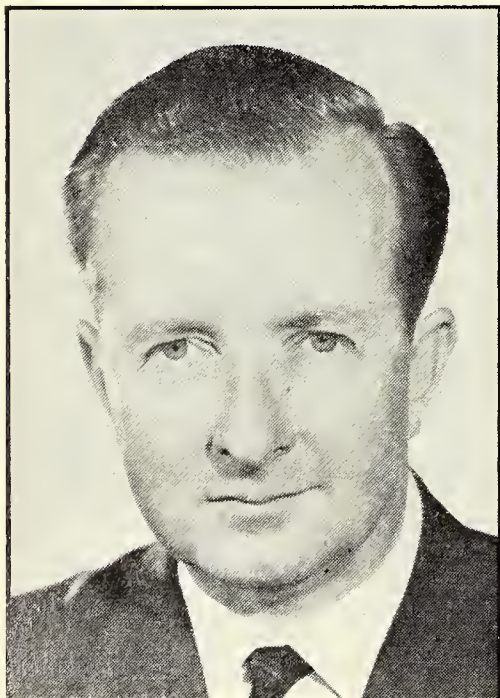
BDH Chemicals Ltd, have appointed Dr David Ingles PhD, MA, their product planning manager and Mr W. B. Coton, representative in North-west London and adjacent counties.

Fisons Ltd have appointed Mr B. M. King president of Fisons Corporation of Wilmington, Massachusetts, USA, and Fisons (Canada) Ltd, Toronto, Ontario.

Reckitt & Colman Products Ltd have appointed Mr Jamie Robertson marketing director of their toiletries division.

Boots Pure Drug Co Ltd have appointed Mr John H. Arkell a director.

Mr Leslie Robinson has now taken over as managing director of Lenthéric Ltd and Morny Ltd, London. He has been in the perfumery business for 18 years and immediately prior to his present appointment was BAC chief executive in charge of Lenthéric, Morny, Monteil, and Yardley interests in Australia, Japan, New Zealand, and South Africa



Brown & Polson Ltd have appointed Mr Trevor Benson product manager for Gerber baby foods.

M. W. Hardy & Co Ltd have appointed Mr Michael W. H. Cohn and Mr John E. Pick to the board.

PEOPLE

Mr W. F. E. Eustace-Pedlar, MPS, the chairman of Plymouth branch of the Pharmaceutical Society also holds the chairmanships of the local Pharmaceutical Committee, and of the Executive Council.

Mr F. J. Hill, MRCVS, DVSM, has been appointed deputy director of veterinary field services at the headquarters of the Veterinary Service of the Ministry of Agriculture.

Mr Joseph S. Lindemann, chairman of Lemur Ltd, of London and president of Nestle Lemur of New York, has been made an honorary doctor of science in pharmacy by the Massachusetts College of Pharmacy. Mr Lindemann is a graduate of Brooklyn College of Pharmacy.

Deaths

Buckley: On August 20, Mr Peter Paul Buckley, MPSI, 65 Terenure Road East, Dublin. Mr Buckley qualified in 1926—on the same day as his sister, Brigid, also qualified. A native of Macroom, co Cork, he established his own pharmacy in Church Road, Dublin, shortly after qualifying. The pharmacy is now carried on by Mr Kevin Fitzmaurice. Later Mr Buckley spent many years in Rathmines dispensary until failing health obliged him to retire. He had also worked in the dispensary attached to the Meath hospital.

Harper. On August 15, Mr Jesse Edward Harper, MPS, Inverdoorn, Glebelands, Minehead, Somerset. Mr Harper qualified in 1931. He had been in business in Dunster, Alcombe and more recently at the Avenue, Minehead.

Murphy: Recently, after a long illness, Mr Seamus (Jim) Murphy, MPSI, 364 Griffith Avenue, Dublin. Mr Murphy qualified in 1940 and took a keen interest in politics, being prominent in trade union circles. Some years ago he owned a pharmacy in New Street, Dublin, which he sold and he had also a pharmacy in Gardiner Street which closed some time ago. He had also worked in Dublin Health Authority for some time, being attached to the Ballyfermot dispensary until failing health obliged him to give up the position. Earlier he had been a representative for a manufacturing company and had also been production chemist for Mountmellick Products Ltd. Mr Murphy is registered in the Calendar as Seamus O'Murchadha.

A colleague writes: A forceful, impressive speaker, Mr Murphy could hold his own with the best at annual meetings of the Society, and in debates and seminars held in the College of Pharmacy, his original views commanded widespread respect and attention.

BUSINESS Q & A

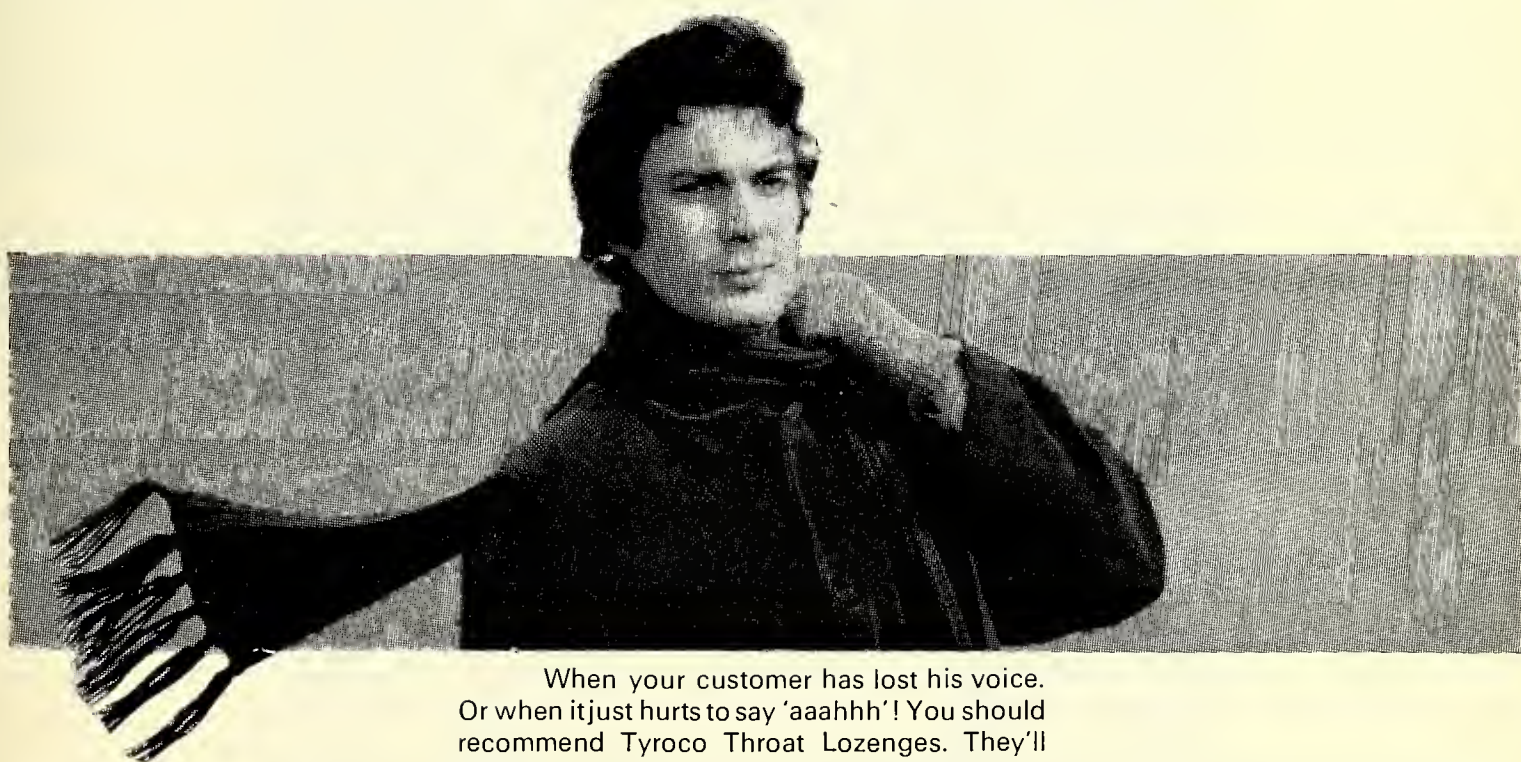
Within the next 15 months my 21 years lease will be running out and I wonder whether you can brief me on a few items. We have lived above the business during the whole of this time. I was looking through the draft agreement (lease) and noticed that my solicitor had crossed out the separate rents for the shop and living parts, combining them under one total. This was carried on to the lease agreement itself. Was this for any special reason? and does it affect me under any of the Rent or Housing Acts? My lease is a full repairing one. I ask this because my landlord who held the 50-60 years lease on buying the freehold offered it to me at a sky-high figure.

There may have been a number of reasons why your solicitor advised you to combine the rents of the two parts of your premises, but there would not seem to be any particular significance under the Rent Acts. As the lessee of business premises, upon termination of your lease you are entitled to a new lease at a market rent unless the landlord requires the premises for his own business occupation or unless the premises are to be redeveloped. In this event you are entitled to compensation of twice the gross value for rating purposes.

In a recent issue I read your remarks concerning the advantages of buying property as "joint tenants" and wonder whether this wording must be specifically mentioned? My wife and I have property, and when purchased it was our intention to have the transfer arranged as joint tenants for estate duty purposes. On checking, after reading your reply to another reader's question, I see that the wording on the transfer simply gives myself and my wife—"to be called the purchasers", and makes no mention about being "joint tenants". If this wording is not sufficient description, is there any simple method of having the deeds altered?

In all probability the effect of the position as you describe it is that you and your wife are joint tenants. Were you to hold the property as tenants in common this wording would be used, and on the assumption that the title is registered the trusts created by the tenancy in common would require to be so described in the land registry. Joint tenancy is usual where an estate is quite small but there are certain estate duty advantages to be obtained by the use of tenancy in common and suitable settlements to run parallel with this where larger estates are involved.

Tyroco is for those who can't ask for it themselves



When your customer has lost his voice. Or when it just hurts to say 'aaahhh'! You should recommend Tyroco Throat Lozenges. They'll soon bring his voice back to normal and he can safely take up to eight a day. Tyroco has Cetylpyridinium Chloride—the oral antiseptic which has been found to reduce oral flora by 90%.

(Benjafield & Benjafield LANCET II 1955. 1301)

This is yet another product in the famous Cox's Chemist's Own Brand scheme. The scheme that puts your name, address and brand mark on the pack. And recommends you to the customer. If you're not already in the scheme just fill in the coupon below and post to:

Arthur H. Cox & Co. Ltd.

Brighton 7, Sussex, BN2 3QJ.

Please send me full details of the Cox C.O.B. scheme. I am a practising retail pharmacist.

Name _____

Address _____

C.D.5.

Each lozenge contains:

| | |
|---------------------------------|--------------|
| <i>Tyrothricin</i> | <i>1 mg.</i> |
| <i>Benzocaine</i> | <i>5 mg.</i> |
| <i>Cetylpyridinium Chloride</i> | <i>4 mg.</i> |

Jean Sorelle says: 'Here's my way to get the joybells ringing in your till'



"May I tell you about some of my ideas for making Christmas happy for you this year? They're some of my fun products that your customers will want to buy as extra gifts for the stocking or the tree.

There's Dippy the Duck (9/11). He floats about with a bar of bath soap on his back.

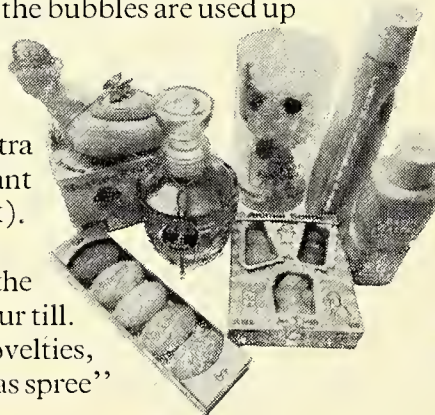
And my Decanter Bubble Bath (12/11): When all the bubbles are used up it becomes a posh decanter for drinks.

There's a box with 5 big tablets of guest soap (4/11).

Animal Soap (4/6) that turns bath time into fun time for children. A jolly Bubble Poodle (12/6); my extra smooth Cream Bubble Bath (6/11); and fragrant Bath Salts in a pretty bottle (5/11).

They all make the kind of happy presents that are popular at Christmas. And make you happy as the Jean Sorelle bell rings again and again in your till.

So stock up with my bathtime novelties, ready for the Christmas spree"




**Jean
Sorelle**
LONDON

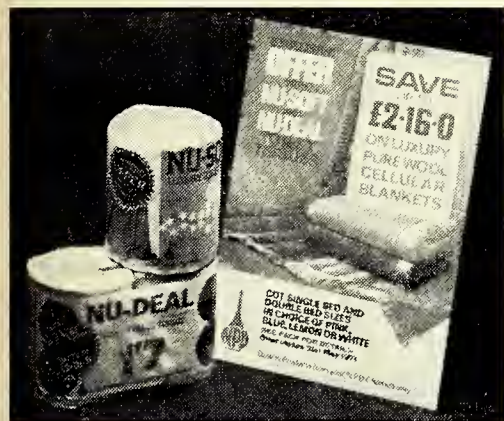
Jean Sorelle London, 111-113 Great Portland Street, London W.1

PROMOTIONS

NPUM give boost to two ranges this autumn

NPU Marketing are to back Nu-Soft and Nu-Deal with an exclusive premium offer, and their rubber gloves with a consumer competition this autumn.

Buyers of Nu-Soft and Nu-Deal toilet rolls are offered savings of up to £2 16s on luxury pure wool cellular blankets in an on-pack premium which remains open until May 31, 1971. Details are carried inside each pack and point-of-sale support will be provided by the showcard illustrated.



The NPUM "golden gloves" competition gives customers a chance of winning an Omega gold plated ladies' wrist watch valued at £34. A total of 100 of the watches are to be won.

The entry form—enclosed in the competition-flashed packs—shows eight illustrations of a housewife wearing the gloves—washing up, oven cleaning, car cleaning, floor cleaning, decorating, potting plants, polishing furniture, and at the washing machine. The entrant is asked to place these situations in the order of their maximum effect, so far as benefit to a housewife is concerned, and to complete a sentence beginning "NPUM household rubber gloves are best value because . . ."

Closing date for entries is December 31. Member packs of 10 pairs of gloves each containing an entry form will be identified by a red circular sticker. (NPU Marketing Ltd, 321 Chase Road, London N14).

Comet has sold 800 in a day

Television advertising support for the Comet safety hair cutter is about to enter its second phase.

The Comet was launched in Britain just a year ago and has proved very successful. "Some chemists have reported selling between 500 and 800 in one day," say the distributors. These sales figures have been achieved with in-store displays back by the first TV burst.

For this part of the campaign, 712 peak-viewing spots have been booked over the national network. They demonstrate how simple the gadget is to use and it is anticipated that sales will go even higher than now. (Maws Pharmacy Supplies Ltd, Aldersgate House, New Barnet, Herts.)

Prizes for retailer and customer

To coincide with the launching of the Roger & Gallet Madame range, the company is running a competition which gives retailers the same prizes as their successful customers. Prizes include a two-week air holiday in Corsica, a two-day trip to France (including a visit to the Roger & Gallet factory) and consolation prizes of brandy and perfumery.

The competition is confined to London, the Home Counties and parts of Sussex. Retailers qualify to take part in the promotion by carrying the full range of Roger & Gallet products, and putting in an order for some Christmas coffrets and the new range. They will then be given the number of competition leaflets they require. (Roger and Gallet Ltd, Hambleton House, 17B Curzon Street, London W1Y 9FE.)

Gerber Christmas offer

This autumn Gerber are offering mothers special price Christmas cards with their favourite picture of their baby. The offer is supported by point-of-sale material and in-store application forms.

The cards contain coloured or black and white enlargements taken from a transparency or negative supplied by the mother. For 9s 9d plus five Gerber baby food packet tops or jar labels the mother receives five colour enlargements or 15 black and white enlargements with card mounts. (Brown & Polson Ltd, Claygate House, Esher, Surrey.)

Farley's commemorate anniversary

As part of the Mayflower celebrations, Farley's are giving a special present to every baby born in the City of Plymouth on September 6. Each child born will receive an inscribed silver Mayflower dish to commemorate his arrival on the 350th anniversary of the sailing of the Pilgrim Fathers from Plymouth.

It is planned to have a tea party at Farley's later in September for the mothers and their babies at which the silver dishes will be presented by the Lady Mayoress of Plymouth. (Farley's Infant Food Ltd, Plymouth, Devon.)



New display outer and unit counter cards for merchandising Cutipen cuticle remover. Printed in pale blue and magenta, they occupy a minimum of counter space. Increased advertising expenditure is now putting regular spaces in Woman and Daily Telegraph. Fulford Williams (International) Ltd, Cornwall Road, Hatch End, Pinner, Middlesex



New counter display boxes for repackaged Simple Soap are in mauve and blue to provide a more forceful presentation of the white soap wrapping. (Albion Soap Co Ltd, 30 Thames Street, Hampton, Middlesex)

Storage brochure

New from N. C. Brown Ltd, Eagle Steelworks, Heywood, Lancs, who claim to be pacesetters in storage equipment is a brochure describing a range of storage units ready assembled and available from stock. There are also shelving and drawer units ranging from those designed to assist in merchandising through to warehouse and shop storage. Altogether there are 90 items costing between £4 10s and £20. The brochure is free on application to the company.

Flexible hospital products catalogue

A price list that includes a bulk purchase discount scheme completes an illustrated catalogue of the flexible hospital products manufactured by Plastics by Denbar Ltd, 134 Curtain Road, London EC2. The range includes: Aprons; nursery equipment; curtains; bibs, capes and gowns; mattress covers, pillows and pillow slips; screen panels; sheeting and shrouds.

The items are made to British Standards Specification 3878 and can be supplied in anti-static form or impregnated with a medicated bacteriostatic agent.

Consumer offers

□ Tri-ang Spacex inter-space miniature toys free to purchasers of special promotional packs of new Vosene. (Beecham Toilet Division, Great West Road, Brentford, Middlesex.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Alka-Seltzer: All areas

Anadin: All except WW, E, CI

Askit: Sc, B, G

Aspro Soluble: All areas

Brylcreem: All except E

Comet haircutter: All except U, E, CI

Fynnon Spa: Ln, M, Lc, WW, So, We

Iron Jelloids: NE, A

Macleans: All except E

Phensic: All areas

Phyllosan: Sc, So, NE, A

Poly Lady: M

Setlers: Ln, M, Lc, WW, So, A, V

Steradent: All except M, NE, E

Yeast Vite: All except E

Dual relief for catarrh.

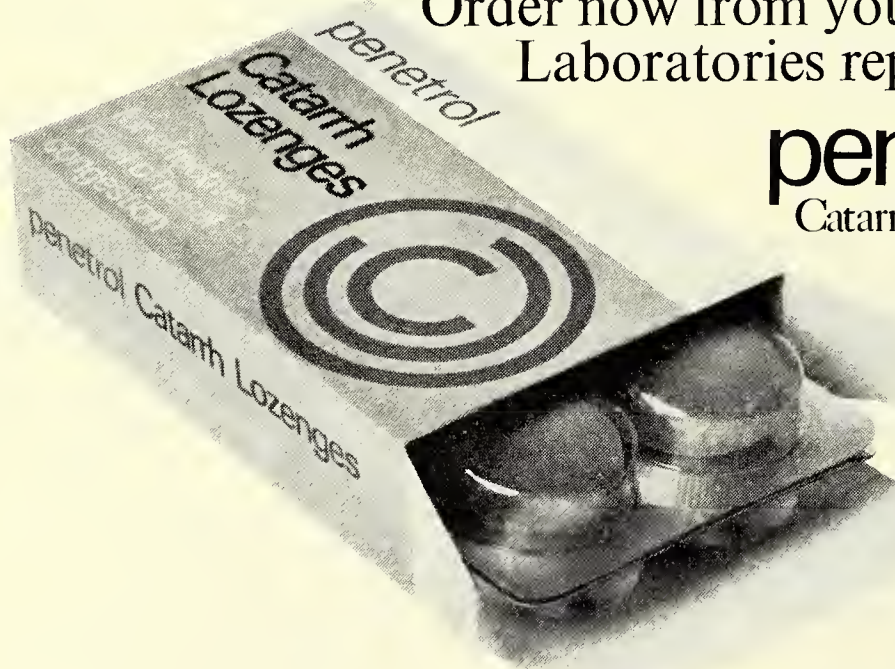
Penetrol Catarrh Lozenges are a new product providing local and systemic relief from catarrh and nasal congestion.

Each lozenge contains Menthol, Ammonium Chloride, Phenylephrine Hydrochloride and Creosote, and is individually sealed to enhance stability and freshness.

As a Penetrol Catarrh Lozenge is sucked, aromatics are released to give rapid relief which is prolonged by the systemic action of phenylephrine.

Whole pages in the Daily Mirror and large spaces in 'Woman' will be telling this strong story through the winter months.

Order now from your Lenbrook Laboratories representative.



penetrol
Catarrh Lozenges

Trade Price: 25/9 per doz. Purchase Tax: 9/5 per doz. Retail Price: 4/- each

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Hot lemon Coldrex

Hot lemon Coldrex (2s 6d), a hot lemon bedtime drink designed to supplement a daytime course of Coldrex cold relief tablets, is the latest addition to the range of family medicines by Phillips Laboratories. Each carton contains three 1-dose sachets, sufficient to treat the average cold for its three-day duration and is supplied in a striking green and yellow counter unit holding one dozen packs. (Phillips Laboratories, 2 St Mark's Hill, Surbiton, Surrey.)

A dual role

As a companion to Esoderm shampoo there is Esoderm lotion (2s). The lotion is for head infestation and scabies and contains in a spirit base dicophane 1 per cent and gamma benzene hexachloride 1 per cent. (Coates & Cooper Ltd, Pyramid Works, West Drayton, Middlesex.)

Cosmetics and toiletries

Brut and Kiku

From Faberge comes new Brut soap on a rope (25s). Described as a "chunky blow-up of the Brut medallion." It weighs 8oz. Recently added to the Kiku range is Kiku sparkling bath, foaming bath concentrate (22s 6d). Pack is a cartoned plastic tube that can be conveniently "hung up."

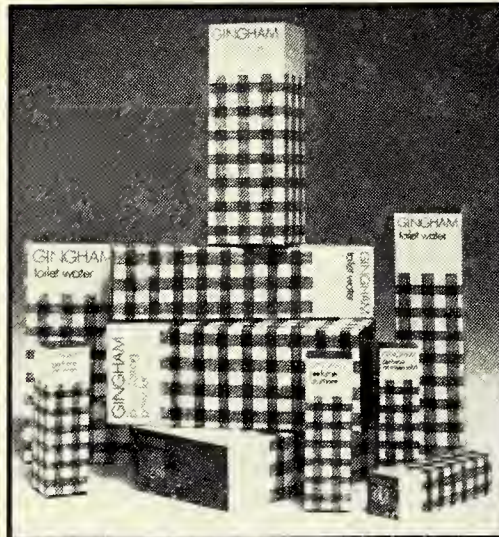
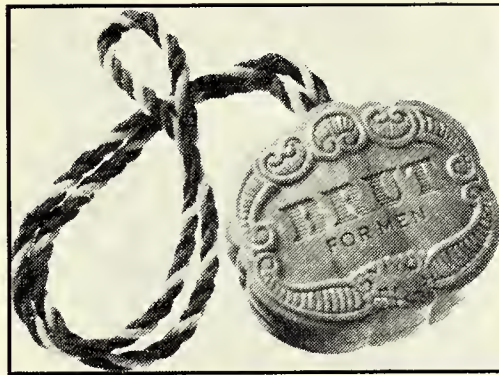
Kiku bath powder appears in a new 5oz size (27s 6d) filling the gap between the 10oz globe (49s 6d) and the 3oz talc shaker (19s 11d). (Faberge Inc, Ridge-way, Iver, Bucks.)

Hiltone launch shaders

A new Hiltone product, Shaders, the first range of shampoo toners especially for women with blonde or greying hair, has been announced by Beecham.

Shaders are designed to add attractive tones to lightened or naturally light hair. They are temporary, offering a choice of shades to enable a customer to try any shade she wishes without permanent commitment.

The four shades in the range are Pearly Ash, Honey Gold, Beige Mink and



Smokey Silver. The range is attractively presented in half-tone printed sachets (1s 6d) and packed in display outers containing 12 sachets of each shade. (Beecham toiletry division, Brentford, Middlesex.)

A new fragrance from Innox

Gingham is a new fragrance "created to put an aura around a woman which spells good grooming" say Innox. The fragrance has been blended in a range of preparations and packs including: perfume atomiser (25s) and refill (18s); aerosol toilet water (20s); toilet water in oval shaped bottle (22s); bath dusting powder (20s); body lotion (18s). Each item in the range is packed in a carton with an elegant brown and white design. (Innox (England) Ltd, 436 Essex Road, London N1.)

Lancome transparent range

Mimaki (31s 6d) is a new foundation cream by Lancome. It is a fluid emulsion which like Maquimat yields a mat finish while because of its transparency, it leaves the skin visible.

There are three shades, Clair "to vivify very pale complexions"; Moyen, "to soften, to make really clear, young complexions" and, Sport, "to sunburn warmer complexions."

Maqui-Blush (39s) is designed to take the place of rouge. It gives an even blush of colour to highlight the face wherever desired. The finish incorporating not only a brush of natural hair, the block of blush-on but also a mirror. There are three shades: Blush Dore, Blush Secret and Blush Rose.

To complete the new range are five transparent lipsticks (15s 6d) that are said to give a blush of see-through glazed colour to the lips. (Lancome (England) Ltd, 14 Grosvenor Street, London W1.)



Diet supplements

Denmark's Minalka arrives

A British company has been formed by Mr Ernest Marples, MP to market the Danish mineral diet supplement Minalka.

Minalka was created by a Danish biochemist, Dr Bernhard Spur, after 17 years' research in American hospitals on mineral metabolism and nutrition.

In Britain the product is being manufactured under licence by E. R. Squibb, Moreton (which is in Mr Marples' constituency of Wallasey).

Minalka will be launched in packets of 360 tablets (25s) for a three-month course of 4 tablets per day. (Distributors: Chemist Brokers, 21a South Street, Dorking, Surrey.)

PRESCRIPTION SPECIALITIES

LARADOPA tablets

Manufacturer Roche Products Ltd, 15 Manchester Square, London W1M 6AP

Description White, double-scored tablets marked "Roche" in a hexagon, each containing L-dopa 500 mg

Indications Parkinsonism — idiopathic, post-encephalitic, arteriosclerotic

Contraindications Severe psychoneuroses or psychoses

Dosage Full literature must be consulted before prescribing

Side effects Usually dose-related, occur in most patients, usually early in treatment. Include nausea and vomiting, anorexia, weakness, induced involuntary movements, hypotension, psychiatric disturbances, increased libido (rarely), tachypnoea, cardiac arrhythmias, palpitations (occasionally). On some occasions the urine colour may be altered.

Storage Exposure to moist atmosphere should be avoided

Packs Container of 200 (208s)

Supply restrictions P1, S4B

Issued To hospitals only August 1970

TRADE NEWS

Warning labels from stock

Prompted by Xrayser's advocacy of the use of warning labels distinct from manufacturers' labels on containers (August 22, page 213), James Townsend & Sons Ltd, PO Box No 12, Musgrave House, Western Way, Exeter EX1 2AB, point out that they offer a comprehensive range of such labels from stock. A list is available on application.

New Endrine

John Wyeth & Brother Ltd, Taplow, Maidenhead, Berks, announce the introduction of a new, improved formula Endrine. This product bears no suffix and will replace the existing forms of ordinary, mild and isotonic. The improved Endrine will be available in packs of 25ml with dropper (3s 7d) and as a 100ml refill pack (5s 3d).

Now in mixed-colour cases

Details of a new mixed-colour case system for twin-pack Kleenex kitchen towels are announced by Kimberly-Clark Ltd, Larkfield, Maidstone, Kent.

Two different mixed-cases will be available, one containing 9 yellow and 9 blue twin-packs; and the other containing 9 tangerine orange and 9 avocado green packs.

Gondafon 100 tablet packs

Schering Chemicals Ltd, Victoria Way, Burgess Hill, Sussex have been supplying at the one hundred price, five 20 tablet packs against orders for 100 tablets of Gondafon.

The company now state that stocks of the 100 packs are now available. Orders for five 20 packs will be treated as such and invoiced at the higher 20 pack rate.

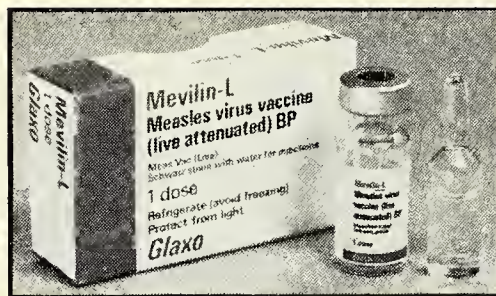
Size change

Rorer Laboratories Ltd, Telford Road, Houndmills Estate, Basingstoke, Hampshire, announce that the 350-ml bottle of Maalox Suspension is to be replaced by a 300-ml bottle.

The change will take place as soon as current stocks of the 350-ml pack are exhausted and retailers will be able to obtain supplies from their wholesalers shortly.

Chemical range extended

The products of NV Servo-Delden of Holland (surface active compounds used in the production of detergents and emulsifiers) and those of SYPA of France (pharmaceuticals and industrial chemicals) are now being marketed in the UK by Jacobson Van Den Berg & Co. (UK) Ltd, Jacobberg House, Emerald Street, London WC1.



Glaxo Laboratories' Mevilin-L measles vaccine is now being supplied to chemists in a new style pack. Printing on the pack is in two colours — blue and black, on a white background and the Glaxo logo is featured. The contents of the pack are unchanged with a single dose vial of freeze-dried vaccine and 0.5 ml ampoule of water for injection

Supplies available

Farillon Ltd, Chesham House, Chesham Close, Romford, announce that after a period of non-availability, adequate stocks of Buccaline Berna tablets are again available. An oral prophylactic against bacterial complications of common cold and influenza it can now be obtained through wholesalers.

Now a pack of 100

A new pack of 100 tablets has been added to the Ubretid range (1125s) by Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey. Ubretid is for the treatment of myasthenia gravis. The product is exempt from purchase tax.

Lepetit-Dow Corning link

Lepetit Pharmaceuticals Ltd, Maidenhead, Berks, are now supplying direct to hospitals the Silastic products of Dow Corning International Ltd's medical division. Manufactured from silicone materials, the range includes products in the "spare-part" surgery field.

Electric blanket guarantee

A two-year guarantee and an undertaking that retailers may exchange without prior reference to the company any new electric blanket that is faulty is offered by Northern Blankets Ltd. The company issues the Northern Star range of electric blankets including three overblankets: a single (239s 6d), a double (279s 6d) and a double with two heat controls (319s 6d).

There are two ranges of underblanket, the deluxe range includes a single (147s) and a double (189s), both have a three heat switch. The standard range includes a single (99s 6d) and a double blanket



(129s 6d). The company provides a highly organised service department that can usually ensure blankets being returned within seven days. (Northern Blankets Ltd, Vine Mill, Royton, Nr Oldham.)

Appointed agents

D. G. Bennett Chemicals, 11a, St. John's Hill, London, SW 11, have been appointed agents for the organic chemicals of Chemische Fabriek Zaltbommel NV, a wholly-owned subsidiary of Chemimpo, Amsterdam.

Distributors in Eire

Johnson Bros, Dublin, have been appointed as main distributors for Domestic Fillers Ltd, for the Republic of Ireland. Domestic Fillers Ltd are manufacturers of aerosols and also supply a wide range of own-label aerosols.

Cremalgin pack to end

Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey, announce that 1 lb. jars of Cremalgin ointment will be discontinued very shortly when present stocks are exhausted. Tubes of 32 g & 56.7 g are still available.

Celaton CH3 distributors

From September 1 H. & T. Kirby & Co Ltd, Mildenhall, Bury St. Edmunds, Suffolk are the sole distributors to chemists of Celaton CH3 for Biocosmetics (London) Ltd.

New bottle size

Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex, are now supplying Ascabiol emulsion in bottles of 200 ml (6s 7d). This replaces the 4 fl oz pack.

Larger Arrid

Carteret Products, Wear Bay Road, Folkestone, Kent have introduced a new 255 g size of their anti-perspirant deodorant Arrid Extra Dry.

Bonus offers

Bengue & Co Ltd, Mount Pleasant, Alperston, Wembley, Pulmo Bailly. 14 invoiced as 12, through wholesalers.

Carter Bros., Glen Laboratories, Shipley, Yorkshire. Anduvite vitamin and mineral capsules. Eleven 90-day course invoiced as 10.

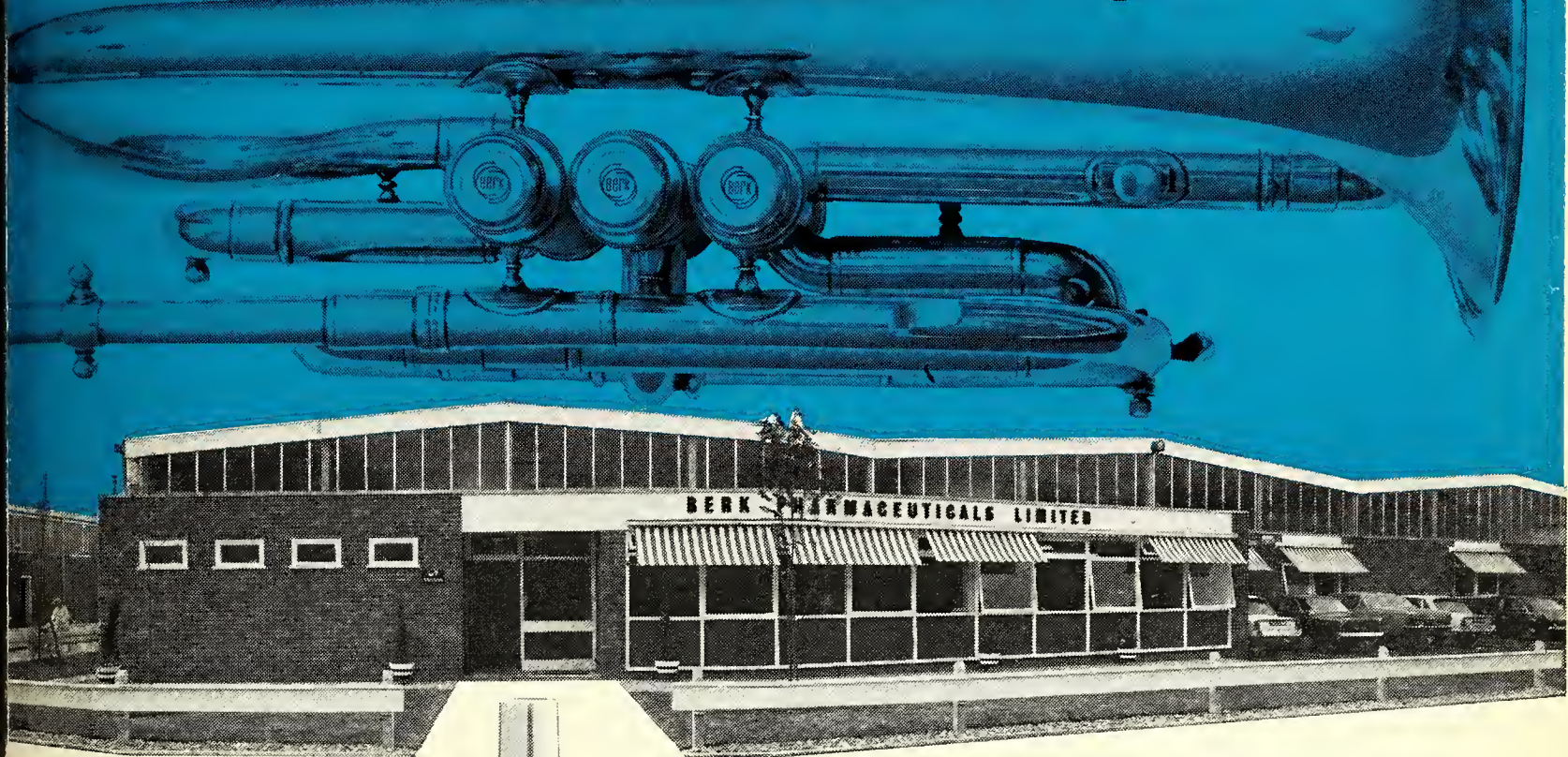
Coates & Cooper Ltd, Pyramid Works, West Drayton, Middlesex, Esoderm lotion. 12 invoiced as 10.

Hills Pharmaceuticals Ltd, Spring Bank Works, Nelson, Lancs. Hill adult balsam, junior balsam and balsam pastilles. Extra 5 per cent discount on 6 doz, 10 per cent on 12 doz assorted products in packs of 1 doz.

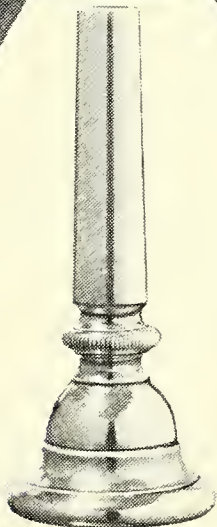
Radiol Chemicals Ltd, Stepfield, Witham, Essex. Autumn display direct orders of £5 (excluding purchase tax) extra 7½ per cent discount, orders of £7 10s, 10 per cent.

A. Wander Ltd, 42 Upper Grosvenor Street, Grosvenor Square, London W1. Triogesic. Twenty-four tubes invoiced as 22 (until December 31).

When we blow our trumpet...



...YOU
call
the
tune!



We at Berk are very proud of our extensive new plant at Shalford, with its automated tableting machinery and strict quality control, where we manufacture both our outstanding speciality products and a wide range of "Economy Brands".

From your point of view this means quality plus economy. The most advantageous way to cope with the ever-increasing number of "open prescriptions" is to buy Berk "Economy Brands" at prices low enough to make you sit up and take notice, yet without compromise on quality.

Why not contact your local Berk Representative and discuss "best terms" with him. If you haven't his address let us know and we will put you in touch.

| Approved Name | Berk Brand Name | Presentation | Packs |
|--------------------------------------------------------------|---------------------|-----------------------------------------|--------------------------|
| Bendrofluazide tablets BP | BERKOZIDE ® | Tabs 2.5 mg & 5 mg | 100 & 1000 |
| Erythromycin tablets BP | ERYCEN ® | Tabs 250 mg | 100 & 500 |
| Imipramine tablets BP | BERKOMINE ® | Tabs 10 mg Tabs 25 mg | 250 & 1000 200 & 1000 |
| Nitrofurantoin tablets BP | BERKFURIN ® | Tabs 50 mg & 100 mg | 100 & 1000 |
| Oxytetracycline tabs/caps BP Oxytetracycline dihydrate BP | BERKMYCEN ® | Tabs & Caps 250 mg Syrup 125 mg/5 ml | 100 & 1000 500 ml |
| Penicillin V tablets BP | ECONOPEN ® V | Tabs 125 mg & 250 mg | 100 & 500 |
| Phenylbutazone tablets BP | FLEXAZONE ® | Tabs 100 mg Tabs 200 mg | 250 & 1000 250 |
| Quinidine sulphate tablets BP | AURIQUIN * | Tabs 200 mg & 300 mg | 100 & 500 |
| Tetracycline tabs/caps BP | TETRACHEL * | Tabs 250 mg Caps 250 mg | 100 & 1000 100 & 500 |
| Tetracycline mixture BPC | | Syrup 125 mg/5 ml | 500 ml |



BERK PHARMACEUTICALS LIMITED • GODALMING & SHALFORD • SURREY

® Regd. Trade Mark

* Trade Mark.

J.3316

"Chemists must have better margins to meet rising costs"

MACDONALD'S *new deal* puts you on *top terms*

A revolutionary new quantity discount scheme now enables you to avoid over-stocking, adopt a completely flexible ordering policy and make more profit.

How you benefit from *top terms*

Macdonald's new Top Terms on dressings, santowels and household cotton wool will in future be based on the combined total of cases ordered. Although it was previously possible to group some of these products for discount purposes, it was formerly necessary to order in much greater quantity to achieve maximum discounts.

Five new *top terms* discount rates

Quantities on Top Terms discounts start as low as 3 cases for an extra 2½%, moving up to 5% on 5 cases, 7½% on 10 cases, 10% on 15 cases and an extra 12½% on 20 case orders. Dressings lead the way with a handsome 15% on a £20 order.

Now fast moving products link up for better profits

A major advantage of Top Terms is that Macdonald products which need less frequent replacement can now be purchased on far better terms by ordering them in combination with faster moving products. To qualify for a 20 case maximum discount, for example, 1½ dozen maternity towels could be added to a 19 case order for other Macdonald products and qualify for a *twenty case* discount!

Much more profit

On average, your cash profit on new combined order terms is likely to be between 10% and 15% above that which was possible under the old discount structure.

More stock space

Because it is no longer necessary to buy in such bulk to maximise profits, demands on valuable stock room space are significantly reduced.

Stock less—make more

WEEKLY CHANGES AND ADDITIONS

September Quarterly Price List

Prices and purchase tax figures are given per dozen unless otherwise stated. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested price. A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. / =Insert.

| | Trade | Tax | Retail | | Trade | Tax | Retail | | Trade | Tax | Retail |
|--------------------------------------|---------|--------|--------------|--------------------------------------|----------------|--------------|--------------|---|----------------------------|---------|---------------------|
| em (746 Lederle) | | | | Cabdrivers (234 Cartwright) | existing entry | | | D | Cygnat (705 Kirby) | | |
| lets 100 | 18 | 0ea | 6 7ea 33 7 | Cabdrivers (558 Halas) | | | | I | see under Kirby | | |
| omycin V (746 Lederle) T5 | | | | linctus adults | 24 0 | 8 10 | 3 6 | | Day-Vits (705 Kirby) | | |
| diatric drops 10ml | 3 | 10ea | — 5 9 | junior | 20 6 | 7 6 | 3 0 | | tablets 30 | 45 0 | — 6 9 |
| otriphos (1077 Rona) | | | | tablets 12 | 37 0 | 13 7 | 5 6 | | Derl (1070 Windsor) | | |
| lets 25 | — | — | — D | (1½ doz) | 43 4 | 15 11 | 4 0 | | soap bath size | — | — D |
| une (179 8DH) | | | | (1½ doz) | 43 4 | 15 11 | 4 0 | | Desbutol (2 Abbott) | | |
| poules 1ml | 1 | 12 0 | — 16 0 | Cadum (280 CP) | | | | | Diafin (705 Kirby) | | |
| possible syringe 1 | 14 | 0ea | — 18 8 | soap | 39 6 | 14 6 | 10 | | diarrhoea mixture | 200ml | 25 0 9 2 3 9 |
| assador (1357 ATPL) | | | | toilet | (6doz) | (6doz) | | | Dietrims (312 AC) | | |
| assador (1375 ATPL) | | | | bath | 40 6 | 14 11 | 1 4 | | tablets 42 | 27 0 | — 5 0 |
| term (705 Kirby) | | | | (4doz) | (4doz) | (4doz) | | | Dols (381 Dols) | | |
| ointment | 24 0 | 8 9½ | 4 3 | Calazeen (312 AC) | | | | | back protector adjustable | | |
| lets 30 | 36 0 | 13 2½ | 7 0 I | cream 25g | 19 0 | 7 0 | 3 0 | | 1 | 11 9ea | 1 7ea 19 4 |
| I Violets (1355 Yardley) | | | | Caprice (1355 Yardley) | | | | | outside | 1a | 12 11ea 1 9ea 21 2 |
| fume 1991 | 7 | 8ea | 4 2½ea 15 10 | Cologne | 7 0ea | 3 10ea 14 5 | | | body belt | 3 | 20 1ea 2 8ea 33 0 |
| fumed Cologne | | | | cream perfume | 7 3ea | 4 0ea 15 0 | | | outside | 3c | 22 1ea 2 11ea 36 1 |
| 1984 | 7 | 0ea | 3 10ea 14 5 | mini spray | 6 9ea | 3 8½ea 14 0 | | | chest protector adjustable | | |
| ay mist 1945 | 12 | 1ea | 6 8ea 24 10 | perfume | 7 8ea | 4 2½ea 15 10 | | | 2 | 11 9ea | 1 7ea 19 4 |
| um 1907 | 3 | 4ea | 1 10ea 6 11 | talcum | 3 4ea | 1 10ea 6 11 | | | 2a | 12 11ea | 1 9ea 21 2 |
| p toilet 1962 | 2 | 1ea | 9ea 3 7 | Carbomucil (896 NL) | | | | | chest & back protector | | |
| al Manda (532 Goya) | | | | granules 100g | 48 0 | 17 7 | 7 6 | | 4 | 15 10ea | 2 1ea 26 0 |
| bal shampoo sachet | 9 0 | 3 3½ | 1 5 | Castellan No.10 (1075 R) | | | | | 4a | 17 11ea | 2 5ea 29 4 |
| na (60 Arden) | | | | bronchial pastilles 56g | 17 9 | 6 6 | 2 9 | | 5 | 9 0ea | 1 2ea 14 8 |
| sticks | — | — | 12 0 | children's syrup †DDI | 18 0 | 6 7 | 2 9 | | 6 | 5 2ea | 8ea 8 5 |
| ripax (894 Nicholas) | | | | 58ml | | | | | 7 | 9 6ea | 1 3ea 15 8 |
| am and tablets | | | | Cidal (121 Bibby) | | | | | 7c | 10 4ea | 1 5ea 17 0 |
| biol (971 P5MB) | | | | soap bath | 32 6 | 12 2 | 2 3 | | lower back protector | | |
| ulsion 200ml | 52 0 | — | 6 7 | (2 doz) | (2 doz) | (2 doz) | | | 8 | 11 9ea | 1 7ea 19 4 |
| 4oz | — | — | — D | Clearasil (1055 RM) | | | | | 8a | 12 11ea | 1 9ea 21 2 |
| ra (851 MHP) | | | | afterwash | 61 10 | 22 7 | 8 9 | | rub cream | 30 6 | 11 2 4 9 |
| lets 40 | 26 0 | 9 7 | 3 11 | cream skin-tinted | 38 7 | 14 2 | 6 0 | | shoulder cape | 9 | 20 1ea 2 8ea 33 0 |
| 100 | 56 0 | 20 7 | 8 6 | white vanishing | 42 5 | 15 7 | 6 0 | | outside | 9a | 22 1ea 2 11ea 36 1 |
| 500 | 214 0 | 78 6 | 32 6 | soap | 21 2 | 7 9 | 3 0 | | Spyncol | 11 | 11 9ea 1 7ea 19 4 |
| 4oz | 34 0 | 12 6 | 5 2 | Clinimycin (518 Glaxo) TS | | | | | 11a | 12 11ea | 1 9ea 21 2 |
| omycin (746 Lederle) TS | | | | tablets 100 | 23 0ea | — | 34 6 | | Warmer-Wear | | |
| up 100ml | 9 5ea | — | 14 2 | 1000 | 220 0ea | — | 330 0 | | adaptable sections | | |
| estriyl (1087 Roussel) | | | | Clinitetrin (518 Glaxo) TS | | | | | 13x14 in | 12c | 5 11ea 2 1ea 11 0 |
| ase (938 PD) †s4A | | | | tablets 100 | 23 0ea | — | 34 6 | | 9x28 in | 12b | 7 1ea 2 6ea 13 4 |
| lets 500 | 36 6ea | 13 5ea | 68 2 | 1000 | 220 0ea | — | 330 0 | | 18x28 in | 12a | 11 9ea 4 2ea 22 1 |
| lin (938 PD) †s7DDI | | | | Cobalin (930 P&B) | | | | | 36x28 in | 12 | 21 11ea 7 10ea 40 9 |
| h codeine 125ml | 44 0 | 16 0 | 6 10 | ampoules 250mg | 6 | 54 0 | 6 9 | | by the yard | | |
| 500ml | 11 0ea | — | 16 6 | 1000mg | 6 | 69 0 | 8 8 | | 13x14 in | 4 | 6ea 1 7ea 8 4 |
| 2½ | 44 8ea | — | 67 0 | Co-Ferol (311C) | | | | | 9x28 in | 5 | 4ea 1 11ea 9 11 |
| lia (1330 White) †DDI | | | | tablets 100 | 3 9ea | — | — | | 18x28 in | 10 | 2ea 3 8ea 18 11 |
| 114ml | 8 2ea | — | — | 1000 | 23 6ea | — | — | | 36x28 in | 19 | 11ea 7 1ea 37 0 |
| 227ml | 15 0ea | — | — | Colgate (280 CP) | | | | | insoles pr. | 10 | 2 4ea 4ea 3 0 |
| 454ml | 27 6ea | — | — | dental cream standard | 84 5 | 31 0 | 2 11 | | reviver | 34 4 | 12 7 5 1 |
| 2½ | 123 0ea | — | — D | (4doz) | (4doz) | (4doz) | | | Effer-C (312 AC) | | |
| oz, 8oz, 16oz & 80oz | — | — | — | large | 90 6 | 33 3 | 4 2 | | tablets 10 | 39 0 | — 5 9 |
| olaxine (346 Dales)† | | | | (3doz) | 41 8 | 15 4 | 5 9 | | Elizabeth Arden (60 Arden) | | |
| lets 500 | 39 0ea | 14 4ea | 72 10 | ex. large | 52 6 | 19 3 | 7 3 | | eyewriter | — | — 45 0 |
| Street (1355 Yardley) existing entry | | | | family | 42 2 | 15 6 | 2 11 | | refill | — | — 15 0 |
| Street (1355 Yardley) | | | | fluoride tooth-paste | 60 4 | 22 2 | 4 2 | | Enzypan (896 NL) | | |
| stallised Cologne | | | | standard | (2doz) | (2doz) | | | tablets 40 | 48 0 | 17 7 7 6 |
| 2770 | 6 2ea | 3 5ea | 12 9 | large | (2doz) | (2doz) | | | 120 | 112 0 | 41 1 17 5 |
| sting powder 2709 | 13 6ea | 7 5ea | 27 10 | shave cream lather or | 26 8 | 9 10 | 3 8 | | Estee Lauder (425 ELC) | | |
| fume 2790 | 10 2ea | 5 7ea | 21 0 | brushless | (2doz) | (2doz) | | | Re-Nutriv | | |
| oz 2792 | 23 8ea | 13 0ea | 48 7 | Coty (301 Coty) | | | | | capsule concentrates | | |
| fumed Cologne | | | | Originals lipstick | 79 0 | 43 6 | 13 9 | | (6 vials) | 1oz | — 250 0 |
| 2784 | 9 2ea | 5 0½ea | 18 10 | Cougar (1355 Yardley) existing entry | | | | | creme | 1oz | — 199 6 |
| 2785 | 17 0ea | 9 4ea | 35 0 | Cougar (1355 Yardley) | | | | | creme foundation | 1oz | — 172 0 I |
| ni spray 2745J | 7 3ea | 4 0ea | 15 0 | after shave lotion | 2458J | 5 11ea | 3 3ea 12 3 | | extract | 1oz | — 196 9 |
| ay mist 2745 | 13 1ea | 7 2ea | 26 10 | 2458 | 9 2ea | 5 0½ea | 18 10 | | liquid | 1oz | — 199 6 |
| p toilet 2762 | 2 1ea | 9ea | 3 7 | 2407 | 5 3ea | 2 11ea | 10 10 | | skin cleanser | 6oz | — 100 0 |
| um 2707 | 4 5ea | 2 5ea | 9 1 | deodorant aerosol | 2440 | 5 3ea | 2 11ea 10 10 | | skin tonique | 6oz | — 100 0 |
| in (1588 HG) | | | | soap-on-a-rope 2464 | 6 1ea | 2 3ea | 10 5 | | Finifume (705 Kirby) | | |
| ir dryer | — | — | 220 0 | Crystapen (518 Glaxo) | | | | | anti-smoking tablets | 30 | 30 0 11 0 6 0 |
| alth lamp Cosmolux | — | — | — D | injection 100,000 units | | | | | Forceval (1367 Unigreg) | | |
| k (1509 C of GB) | | | | Crystapen V (518 Glaxo) | | | | | protein 300g | 14 8ea | — 19 6 |
| mpoo medicated | | | | syrup 62.5mg/5ml | | | | | Gale's (1449 R&CFD) | | |
| chert | 6 6 | 2 5 | 11 | CVK (2 Abbott) | | | | | honey set & clear 11b | 36 8 | — 3 8 I |
| 70cc | 24 0 | 8 10 | 3 5 | solution 125 mg 60ml | — | — | — D | | Ganda (898 Northern) | | |
| 120cc | 34 10 | 12 10 | 5 0 | | | | | | camphorated goose | | |
| min | — | — | — D | | | | | | grease | 24 0 | 8 9½ 3 5 |
| an (208 BW) VPO | | | | | | | | | | 38 0 | 13 11 5 5 |
| uid (vet.) 20oz | 45 0ea | — | 60 0 | | | | | | | 55 0 | 20 2 8 0 |

WALLIS SUPER SACCHARIN

SUPASAC

the slimmer's sweetener
with the **fat 100% profit**
for chemists only!
from your usual wholesaler

Specify **'Wellcome'** brand Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent

| | Trade | Tax | Retail | |
|----------------------------------------------|---------|----------|--------|---|
| Goddess (280 CP) | | | | |
| hairspray extra or | | | | |
| normal hold standard | 36 10 | 20 4 | 5 9 | |
| large | 48 0 | 26 6 | 7 6 | |
| Heinz (593 Heinz) | | | | |
| all 7½ oz cans except toddler foods | | | | D |
| Helena Rubinstein (596 HR) | | | | |
| illumination soufflé | | | | |
| cheek colour | — | — | 45 0 | |
| cream foundation | — | — | 80 0 | |
| Hill's (605 Hill's) | | | | |
| bronchial balsam | | | | |
| †DDI 100ml | 31 2 | 11 5 | 4 7 | |
| 200ml | 51 6 | 18 10½ | 7 7 | |
| junior balsam 100ml | 25 6 | 9 4 | 3 9 | |
| Histal (705 Kirby) | | | | |
| cream 40g | 28 0 | 10 3 | 5 0 | |
| Inter-Dens (1556 Farillon) | | | | |
| 5 books | 29 8 | 10 11 | 4 7 | |
| Jaslyn (1070 Windsor) | | | | |
| mammoth ovals | 22 1 | 7 11 | 3 4 | |
| Jectoral (68 Astra) | | | | |
| tablets 100 | 10 6ea | 3 10ea | 19 7 | |
| Jectoral F (68 Astra) | | | | |
| tablets 30 | 6 6ea | 2 4½ | 12 2 | |
| KIKU (446 FI) | | | | |
| bath mitt 0511 | 16 10ea | 9 3ea | 37 6 | |
| sparkling bath 0510 | 11 6ea | 6 4ea | 22 6 | |
| Kirby (705 Kirby) | | | | |
| bronchial balsam† | | | | |
| 100ml | 25 0 | 9 2 | 4 3 | |
| 200ml | 42 0 | 15 5 | 7 3 | |
| burn cream 28g | 24 0 | — | 3 0 | |
| cherry bark linctus | | | | |
| 100ml | 21 0 | 7 8½ | 3 6 | |
| children's 100ml | 20 0 | 7 4 | 3 3 | |
| cold sore lotion 7ml | 15 0 | 5 6 | 2 6 | |
| earache drops 7ml | 15 0 | 5 6 | 2 6 | |
| extra energy tablets | | | | |
| 50 | 25 0 | — | 3 3 | |
| glycerine, lemon & honey with ipecac | | | | |
| 100ml | 23 0 | — | 2 2 | |
| hormone hair tonic | | | | |
| 170ml | 66 0 | 36 3 | 15 0 | |
| iron & yeast tablets 80 | 28 0 | — | 4 3 | |
| junior balsam 100ml | 22 0 | 8 1 | 3 6 | |
| kiddie aspirin tablets | | | | |
| 50 | 15 0 | 5 6 | 2 6 | |
| mentholated balsam | | | | |
| 100ml | 20 0 | 7 4 | 4 0 | |
| mentholated bronchial mixture 100ml | 19 0 | 6 11½ | 4 0 | |
| mouth ulcer tablets 20 | 19 0 | 6 11½ | 3 3 | |
| multivitamin tablets | | | | |
| 100 | 30 0 | — | 5 0 | |
| orange & halibut tablets 100 | 60 0 | — | 9 0 | |
| special backache & kidney tablets 40 | 24 0 | 8 9½ | 4 3 | |
| toothache tincture 7ml | 15 0 | 5 6 | 2 6 | |
| vitamised iron & yeast tablets 100 | 28 0 | — | 4 3 | |
| white horse oil 100ml | 20 0 | 7 4 | 3 3 | |
| Komed (187 BS) | | | | D |
| Lady Manhattan (893 Nicholas) | | | | |
| cream perfume roll-on | 80 4 | 42 0 | 13 6 | I |
| perfume 10cc | 118 0 | 61 8 | 19 11 | |
| spray Cologne | 112 8 | 59 0 | 19 0 | |
| Lancome (726 Lancome) | | | | |
| lipsticks transparent | — | — | 15 6 | |
| Maqui-blush | — | — | 39 0 | |
| Mimaki | — | — | 31 6 | |
| Lipostabil (894 Nicholas) | | | | D |
| Lustre Dent (280 CP) | | | | |
| tooth-paste standard | 35 0 | 12 10 | 2 5 | |
| large (2doz) | 25 4 | 9 4 | 3 6 | |
| Marcel Rochas (796 MR) existing entry | | | | D |
| Marcel Rochas (796 MR) | | | | |
| Femme | | | | |
| eau de Cologne 2206 | 20 2ea | 11 1ea | 43 6 | |
| 2204 | 33 0ea | 18 2ea | 71 0 | |
| 2203 | 49 4ea | 27 2ea | 106 0 | |
| atomiser 5240 | 43 0ea | 23 8ea | 92 6 | |
| parfum 180 | 33 0ea | 18 2ea | 71 0 | |
| 156 | 43 0ea | 23 8ea | 92 6 | |
| 154 | 63 3ea | 34 9ea | 136 0 | |
| 153 | 92 0ea | 50 7ea | 198 0 | |
| 152 | 145 1ea | 79 10ea | 312 0 | |
| 151 | 221 6ea | 121 10ea | 476 0 | |
| 150 | 268 6ea | 147 8ea | 577 6 | |
| atomiser 595 | 63 3ea | 34 9ea | 136 0 | |
| refill 596 | 31 6ea | 17 4ea | 68 0 | |
| atomiser 5253 | 109 6ea | 60 3ea | 235 6 | |
| refill 5243 | 72 3ea | 39 9ea | 155 6 | |
| parfum de toilette 2007 | 22 6ea | 12 5ea | 48 6 | |
| 2006 | 40 3ea | 22 2ea | 86 6 | |
| 2004 | 60 0ea | 33 0ea | 129 0 | |
| 2003 | 103 0ea | 56 8ea | 221 6 | |
| 5040 | 63 10ea | 35 1ea | 137 6 | |
| 1115 | 14 5ea | 7 11ea | 31 0 | |
| talcum powder 480 | 33 0ea | 18 2ea | 71 0 | |
| La Rose parfum 456 | 43 0ea | 23 8ea | 92 6 | |
| 454 | 63 3ea | 34 9ea | 163 0 | |
| 453 | 92 0ea | 50 7ea | 198 0 | |

| | Trade | Tax | Retail | |
|-------------------------------------------|---------|----------|--------|---|
| Madame Rochas | | | | |
| eau de Cologne 9206 | 20 2ea | 11 1ea | 43 6 | |
| 9204 | 33 0ea | 18 2ea | 71 0 | |
| 9203 | 49 4ea | 27 2ea | 106 0 | |
| atomiser 5940 | 43 0ea | 23 8ea | 92 6 | |
| parfum de toilette 9007 | 22 6ea | 12 5ea | 48 6 | |
| 9006 | 40 3ea | 22 2ea | 86 6 | |
| 9004 | 60 0ea | 33 0ea | 129 0 | |
| 9003 | 103 0ea | 56 8ea | 221 6 | |
| atomiser ... | 63 10ea | 35 1ea | 137 6 | |
| parfum 980 | 33 0ea | 18 2ea | 71 0 | |
| 956 | 43 0ea | 23 8ea | 92 6 | |
| 954 | 63 3ea | 34 9ea | 136 0 | |
| 953 | 92 0ea | 50 7ea | 198 0 | |
| 952 | 145 1ea | 79 10ea | 312 0 | |
| 951 | 221 6ea | 121 10ea | 476 0 | |
| 950 | 268 6ea | 147 8ea | 577 6 | |
| atomiser 995 | 63 3ea | 34 9ea | 136 0 | |
| refill 996 | 31 6ea | 17 4ea | 68 0 | |
| atomiser 5953 | 109 6ea | 60 3ea | 235 6 | |
| refill 5943 | 72 3ea | 39 9ea | 155 6 | |
| talcum 9115 | 14 5ea | 7 11ea | 31 0 | |
| Monsieur Rochas | | | | |
| after shave 4160 | 18 4ea | 10 1ea | 39 6 | |
| 4140 | 25 8ea | 14 1ea | 55 0 | |
| 4131 | 38 10ea | 21 4ea | 84 0 | |
| atomiser 4540 | 31 6ea | 17 4ea | 68 0 | |
| eau de Cologne 3160 | 19 4ea | 10 8ea | 42 0 | |
| 3140 | 31 6ea | 17 4ea | 67 6 | |
| 3131 | 47 8ea | 26 2ea | 102 6 | |
| atomiser 3540 | 36 4ea | 20 6ea | 80 0 | |
| Moustache after-shave | | | | |
| 416 | 17 0ea | 9 4ea | 36 6 | |
| 414 | 23 0ea | 12 8ea | 49 6 | |
| 413 | 25 8ea | 14 1ea | 55 0 | |
| travel pack 415 | 19 2ea | 10 6ea | 41 0 | |
| atomiser 5440 | 28 6ea | 15 8ea | 61 6 | |
| eau de Cologne 116 | 17 9ea | 9 9ea | 38 0 | |
| 114 | 28 7ea | 15 9ea | 61 6 | |
| 113 | 43 0ea | 23 8ea | 92 6 | |
| atomiser 5540 | 34 4ea | 18 11ea | 74 0 | |
| talcum powder 5115 | 10 6ea | 5 9ea | 22 6 | |
| Marvin (1566 NM) | | | | |
| anti-pore cream 55cc | — | — | 74 3 | |
| anti-wrinkle cream | | | | |
| 55cc | — | — | 93 6 | |
| for the eyes 8cc | — | — | 40 3 | |
| cleansing cream 85cc | — | — | 51 0 | |
| cleansing milk 120cc | — | — | 36 3 | |
| compact powder | | | | |
| micronised 20cc | — | — | 32 0 | |
| refill 20cc | — | — | 21 6 | |
| decongestion tonic | | | | |
| 120cc | — | — | 47 0 | |
| deodorant spray 70cc | — | — | 34 6 | |
| eyebrow pencil | — | — | 17 6 | |
| eye drops 10cc | — | — | 21 6 | |
| eyeliner liquid 10cc | — | — | 34 6 | |
| eye make-up remover | | | | |
| 120cc | — | — | 47 0 | |
| eye shadow compact | — | — | 38 9 | |
| stick | — | — | 32 0 | |
| foundation cream 40cc | — | — | 38 9 | |
| 55cc | — | — | 55 9 | |
| tinted 40cc | — | — | 38 9 | |
| hair removing cream | — | — | 21 6 | |
| hand cream 55cc | — | — | 28 0 | |
| lipsticks | — | — | 21 6 | |
| liquid day cream 30cc | — | — | 115 0 | |
| liquid foundation 35cc | — | — | 46 9 | |
| loose powder micro- | | | | |
| nised 30cc | — | — | 34 6 | |
| de luxe 45cc | — | — | 68 6 | |
| lyophilized biological | | | | |
| mask | — | — | 32 0 | |
| mascara automatic | — | — | 42 9 | |
| refill | — | — | 23 6 | |
| massage cream 165cc | — | — | 83 3 | |
| nourishing cream 55cc | — | — | 53 3 | |
| strong 55cc | — | — | 64 0 | |
| nourishing and mois- | | | | |
| turising fluid cream | | | | |
| 30cc | — | — | 83 6 | |
| refreshing lotion | | | | |
| 120cc | — | — | 40 3 | |
| skin impurity cream | | | | |
| 55cc | — | — | 73 0 | |
| tonic astringent 120cc | — | — | 47 0 | |
| vitamin shock | | | | |
| emulsion | — | — | 123 6 | |
| Marvol (675 Jones) † | | | | |
| mole poison | 32 0 | — | 4 0 | |
| Matery (893 Nicholas) | | | | |
| bath liquid | 28 9 | 9 9 | 3 9 | |
| powder | 28 9 | 9 9 | 3 9 | |
| Max Factor (813 MF) | | | | |
| California frosticles | | | | |
| lip glosses | 41 4 | 21 7 | 7 0 | |
| lipsticks | 46 0 | 24 0 | 7 9 | |
| nail frosts | 38 0 | 19 10 | 6 5 | |
| Mellow Blossoms (280 CP) | | | | |
| toilet soap (5) | 53 3 | 19 7 | 2 4 | |
| (1gross) (1gross) | | | | |
| Mennen (525 Golden) existing entry | | | | D |
| Mennen (1506 Mennen) | | | | I |
| Afta 103g | 63 0 | 34 8 | 10 9 | |
| after shave lotion 55cc | 38 6 | 21 2 | 6 6 | |
| 110cc | 59 6 | 32 8 | 10 0 | |
| body talcum 105g | 38 6 | 21 2 | 6 6 | |
| deodorant aerosol 80g | 44 6 | 24 6 | 7 3 | |

| | | Trade | Tax | R |
|----------------------------------------|-------|--------|-------|----|
| | 130g | 58 0 | 32 0 | |
| stick | 50g | 52 0 | 28 8 | |
| foam shave | 200g | 43 0 | 15 10 | |
| pre-shave lotion | 85cc | 57 4 | 31 8 | |
| shave cream brushless | | | | |
| | 70g | 23 2 | 8 6 | |
| lather | 70g | 23 2 | 8 6 | |
| skin bracer | 55cc | 38 6 | 21 2 | |
| | 110cc | 59 6 | 32 8 | |
| Dry Lime | | | | |
| after shave | 55cc | 43 0 | 23 8 | |
| | 110cc | 75 0 | 41 4 | |
| Wild Moss | | | | |
| after shave | 55cc | 43 0 | 23 8 | |
| | 110cc | 75 0 | 41 4 | |
| Cologne | 55cc | 49 0 | 27 0 | |
| deodorant stick | 50g | 53 6 | 29 6 | |
| foam shave | 200g | 44 0 | 16 0 | |
| pre-shave lotion | | | | |
| | 110cc | 63 0 | 34 8 | |
| Miss Dainty (506 Gerhardt) | | | | |
| deodorant | 170g | 58 8 | 32 3 | |
| Muripsin (896 NL) | | | | |
| tablets | 50 | 80 0 | 29 4 | |
| Natrodale (1513 Rodale) existing entry | | | | |
| Natrodale (1513 Rodale) | | | | |
| acerola capsules | 65 | 12 0ea | — | 16 |
| | 150 | 24 0ea | — | 34 |
| | 300 | 40 0ea | — | 60 |
| bioflavonoid complex | | | | |
| capsules | 50 | 10 8ea | — | 14 |
| | 125 | 22 0ea | — | 29 |
| | 250 | 36 0ea | — | 48 |
| brewer's yeast tablets | | | | |
| | 250 | 5 4ea | — | 7 |
| | 500 | 10 0ea | — | 13 |
| high potency | 225 | 6 0ea | — | 8 |
| | 500 | 11 4ea | — | 15 |
| desiccated liver tablets | | | | |
| | 90 | 7 6ea | — | 10 |
| | 200 | 12 8ea | — | 17 |
| | 400 | 23 0ea | — | 30 |
| Dolomint wafers | 90 | 4 6ea | — | 6 |
| | 180 | 8 4ea | — | 11 |
| Dolomite magnesium | | | | |
| tablets | 100 | 6 0ea | — | 8 |
| | 200 | 9 8ea | — | 13 |
| | 400 | 17 0ea | — | 22 |
| Extravite tablets | 30 | 10 8ea | — | 14 |
| | 90 | 28 0ea | — | 37 |
| garlic capsules | 150 | 10 8ea | — | 14 |
| | 350 | 18 0ea | — | 24 |
| geriatric formula | 60 | 9 8ea | — | 13 |
| | 180 | 25 0ea | — | 33 |
| halibut oil capsules | | | | |
| | 125 | 7 6ea | — | 10 |
| | 300 | 13 8ea | — | 18 |
| Hi-Pro liver tablets | | | | |
| | 100 | 12 0ea | — | 16 |
| | 200 | 20 0ea | — | 27 |
| | 450 | 36 0ea | — | 48 |
| infant formula bott. | 7 | 6ea | — | 10 |
| iron formula tablets | | | | |
| | 100 | 6 0ea | — | 8 |
| | 225 | 11 0ea | — | 15 |
| junior formula | 60 | 9 8ea | — | 13 |
| | 120 | 17 0ea | — | 23 |
| kelp tablets | 200 | 6 0ea | — | 8 |
| | 425 | 10 8ea | — | 14 |
| Lacto-Flora capsules | | | | |
| | 50 | 10 8ea | — | 14 |
| | 125 | 21 0ea | — | 28 |
| | 250 | 38 0ea | — | 50 |
| Natrodale 3 tablets | | | | |
| | 150 | 8 4ea | — | 11 |
| | 300 | 14 0ea | — | 19 |
| Naturavite tablets | 30 | 9 0ea | — | 12 |
| | 90 | 23 0ea | — | 30 |
| pineapple bromelain | | | | |
| tablets | 60 | 11 4ea | — | 15 |
| | 180 | 30 0ea | — | 40 |
| Protein Plus tablets | | | | |
| | 300 | 21 0ea | — | 28 |
| Pro-Vitamin A capsules | | | | |
| | 100 | 9 8ea | — | 13 |
| | 250 | 20 0ea | — | 27 |
| rose hip capsules | | | | |
| 30mg | 100 | 9 0ea | — | 12 |
| | 300 | 23 0ea | — | 31 |
| 100mg | 75 | 9 8ea | — | 13 |
| | 175 | 19 0ea | — | 25 |
| | 300 | 30 0ea | — | 40 |
| 200mg | 40 | 8 4ea | — | 11 |
| | 90 | 16 0ea | — | 21 |
| | 180 | 29 0ea | — | 39 |
| rutin tablets | 100 | 7 6ea | — | 10 |
| | 300 | 20 0ea | — | 27 |
| safflower oil | | | | |
| capsules | 85 | 9 0ea | — | 12 |
| | 175 | 15 0ea | — | 20 |
| vitamin B12 tablets | | | | |
| 10µg | 100 | 6 10ea | — | 9 |
| | 250 | 14 0ea | — | 19 |
| 25µg | 50 | 7 6ea | — | 10 |
| | 150 | 18 0ea | — | 24 |
| | 350 | 38 0ea | — | 50 |
| vitamin B complex capsules | | | | |
| | 50 | 8 4ea | — | 11 |
| | 150 | 20 0ea | — | 27 |
| | 300 | 38 0ea | — | 50 |

EW from Co-Caps



Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

| | Trade | Tax | Retail |
|---------------------------------------|----------|----------|--------|
| high potency | 50 | 12 0ea | 16 0 |
| | 100 | 21 0ea | 28 0 |
| | 200 | 34 0ea | 51 0 |
| vitamin E capsules | | | |
| 30iu | 40 | 5 4ea | 7 0 |
| | 150 | 16 0ea | 21 0 |
| | 350 | 30 0ea | 40 0 |
| 75iu | 25 | 6 10ea | 9 0 |
| | 75 | 19 0ea | 25 0 |
| | 400 | 69 0ea | 103 0 |
| 100iu | 50 | 12 0ea | 16 0 |
| | 150 | 35 0ea | 46 0 |
| | 350 | 68 0ea | 102 0 |
| wheat germ flakes | 13oz | 3 10ea | 5 0 |
| wheat germ oil capsules | | | |
| | 75 | 6 10ea | 9 0 |
| | 200 | 12 0ea | 16 0 |
| ormacol (896 NL) | | | |
| antispasmodic | 100g | 48 0 | 17 7 |
| | 250g | 110 0 | 40 4 |
| | 500g | 204 0 | 74 9 |
| standard | 100g | 45 0 | 16 6 |
| | 250g | 100 0 | 36 8 |
| | 500g | 185 0 | 67 10 |
| | 2k | 676 0 | 247 10 |
| | 2½k | 825 0 | — |
| special | 100g | 45 0 | 16 6 |
| | 250g | 100 0 | 36 8 |
| | 500g | 185 0 | 67 10 |
| | 2k | 676 0 | 247 10 |
| | 2½k | 825 0 | — |
| original Brown Windsor (1070 Windsor) | | | |
| soap toilet | 17 6 | 6 3 | 2 10 |
| bath | 28 3 | 10 1 | 4 7 |
| Imolive (280 CP) | | | |
| shampoo regular or medicated | 41 5 | 15 3 | 4 2 |
| | (1½ doz) | (1½ doz) | |
| shave cream lather or brushless | 26 8 | 9 10 | 3 8 |
| regular or lime | 37 8 | 13 10 | 5 2 |
| have stick | 29 1 | 10 8 | 2 0 |
| | (2 doz) | (2 doz) | |
| soap, green | 63 8 | 23 5 | 1 4 |
| | (6 doz) | (6 doz) | |
| | 63 8 | 23 5 | 2 0 |
| | (4 doz) | (4 doz) | |
| family | 39 9 | 14 7 | 2 6 |
| | (2 doz) | (2 doz) | |
| gold | 31 10 | 11 8 | 1 4 |
| | (3 doz) | (3 doz) | |
| | 31 10 | 11 8 | 2 0 |
| | (2 doz) | (2 doz) | |
| ragon (1155 S&N) | | | |
| inc oxide plaster | 6 3 | — | — |
| 1in x 1yd | 8 9 | — | — |
| 1in x 1yd | 14 9 | — | — |
| 1in x 3yd | 21 5 | — | — |
| 1in x 5yd | 19 9 | — | — |
| 1in x 5yd | 28 11 | — | — |
| 2in x 5yd | 49 7 | — | — |
| 3in x 5yd | 66 5 | — | — |
| 3in x 10yd | 28 7 | — | — |
| 1in x 10yd | 45 1 | — | — |
| 2in x 10yd | 76 10 | — | — |
| 3in x 10yd | 107 6 | — | — |
| Arke-Davis (938 PD) | | | |
| having cream tube | 24 0 | 10 0 | 3 10 |
| brushless tube | 24 0 | 10 0 | 3 10 |
| morphine sulphate | | | |
| hypo. tabs. 15mg | — | — | — |
| erson (673 J of H) | — | — | 28 6 |
| iewer '126' | — | — | — |
| enadene (705 Kirby)† | | | |
| tablets | 20 | 21 0 | 7 8½ |
| is (1565 P, Plus) | — | — | 1199 0 |
| rojector Universal | — | — | — |
| crest (894 Nicholas) | — | — | — |
| ner's (975 PD5) | — | — | — |
| intona | 2oz | 111 0 | 61 1 |
| natal (746 Lederle) | — | — | — |
| ellada (1178 Stafford) | 60 0 | 22 0 | 9 4 |
| hampoo (vet.) | — | — | — |
| gula (980 Photopia) | — | — | — |
| ashguns | — | — | 720 0 |
| variant CT electronic | — | — | — |
| ray 'N Stay (256 CPL) | — | — | — |
| air spray firm hold | 125g | 38 7 | 21 3 |
| | 207g | 51 5 | 28 3 |
| epolin (518 Glaxo) | — | — | — |
| 8% 5g vial | — | — | — |

| | Trade | Tax | Retail |
|--------------------------------|---------|---------|--------|
| Sure Shield (549 Guest) | | | |
| bis pep tablets | 13 0 | 4 9 | 2 0 |
| pastilles | 17 0 | 6 3 | 3 0 |
| antiseptic | 17 6 | 3 10 | 2 9 |
| blackcurrant & glycerine | 17 0 | 6 3 | 3 0 |
| catarrh | 17 0 | 6 3 | 3 0 |
| cherry cough | 17 0 | 6 3 | 3 0 |
| children's cough | 17 0 | 6 3 | 3 0 |
| codeine linctus †DDI | 19 6 | — | 3 0 |
| Gee's BPC†DDI | 16 0 | — | 2 3 |
| Gee's & chlorodyne | 17 0 | — | 2 6 |
| †DDI | 17 0 | — | 2 6 |
| glycerine, lemon & honey | 17 6 | 3 10 | 2 9 |
| honey, aniseed & friars balsam | 17 0 | 6 3 | 3 0 |
| menthol et eucalyptus | 17 0 | 6 3 | 3 0 |
| menthol et eucalyptol | 17 0 | — | 2 6 |
| BPP †DDI | 19 6 | — | 3 0 |
| pholcodine †DDI | 17 0 | 6 3 | 3 0 |
| Vox bronchial | 17 0 | — | 2 6 |
| lozenges | 17 0 | — | 3 0 |
| antibiotic throat | 12 3 | 4 6 | 2 0 |
| iodised throat | 18 6 | 6 10 | 3 0 |
| | 17 0 | — | 3 0 |
| quatorial † | 12 3 | 4 6 | 2 0 |
| laxatives fruit flavoured | 18 6 | 6 10 | 3 0 |
| | 13 0 | 4 9 | 2 0 |
| tonic tablets | 36 0 | 3 6 | 5 0 |
| travelettes | 15 0 | 5 6 | 2 6 |
| travel tablets 10 | 11 6 | — | 1 6 |
| vitorange | 23 0 | — | 3 0 |
| Tandalgesic (501 Geigy) †s4B | | | |
| tablets | 100 | 27 6ea | 41 3 |
| Terramycin (969 Pfizer) T5 | | | |
| with polymyxin B | | | |
| ophthalmic ointment | 3 5g | 3 5ea | 5 1 |
| | 1oz | — | — |
| Trivetrin 20 (208 BW) †SHB | | | |
| tablets (vet.) | 100 | 24 0ea | 32 0 |
| Trivetrin 80 (208 BW) †SHB | | | |
| tablets (vet.) | 100 | 82 6ea | 110 0 |
| Tyroco (312 AC) † | | | |
| lozenges | 12 | 16 0 | 2 6 |
| Tyromist (187 B5) | | | |
| Ubretid (117 BPL) | | | |
| tablets 5mg | 100 | 750 0ea | 1125 0 |
| Ultra Brite (280 CP) | | | |
| tooth-paste standard | 84 5 | 31 0 | 2 11 |
| | (4 doz) | (4 doz) | |
| | 90 6 | 33 3 | 4 2 |
| | (3 doz) | (3 doz) | |
| | 41 8 | 15 4 | 5 9 |
| ex. large | 52 6 | 19 3 | 7 3 |
| family | — | — | — |

| | Trade | Tax | Retail |
|--------------------------------|-------|--------|-----------|
| Varidase (746 Lederle) T5 | | | |
| buccal tablets | 12 | 23 5ea | 35 2 |
| oral tablets | 12 | 23 5ea | 35 2 |
| V.I.P. (430 Eucryl) | | | |
| Vitapet (176 BCLO) | | | |
| vitamin supplement (vet.) | 6oz | 35 3 | 3 11 |
| | 1gal | 36 0ea | 48 0 |
| pump | 8 6ea | — | — |
| Wade's (1295 Wade) | | | |
| Sezaderm salve | 15g | 1 9ea | 7ea 3 3 |
| | 45g | 3 10ea | 1 5ea 7 3 |
| | 42½g | — | — |
| Weerifoot (705 Kirby) | | | |
| corn cure | 7ml | 15 0 | 5 6 |
| Windsor (1070 Windsor) | | | |
| Pink Piccolo talcum | 17 3 | 9 3 | 3 1 |
| Polka talcum | — | — | — |
| Woltz Italiana (128 Biometica) | | | |
| make-up | | | |
| fluid moisturising | 64 2 | 34 5 | 11 7 |
| manicure | | | |
| base coat | 32 7 | 17 6 | 5 10 |
| cuticle remover | 32 7 | 17 6 | 5 10 |
| nail enamel | | | |
| regular | 32 7 | 17 6 | 5 10 |
| mini-regular | 25 7 | 13 9 | 4 7 |
| pearl | 47 10 | 25 8 | 8 7 |
| mini-pearl | 33 5 | 17 11 | 6 0 |
| Venetian carnival | 47 10 | 25 8 | 8 7 |
| mini-Venetian | | | |
| carnival | 33 5 | 17 11 | 6 0 |
| super brilliant | 61 5 | 32 11 | 11 0 |
| super creme | 47 10 | 25 8 | 8 7 |
| nail hardener | 54 8 | 29 4 | 10 0 |
| nail polish removers | | | |
| lanolin | 34 5 | 18 5 | 6 2 |
| oily | 25 7 | 13 9 | 4 7 |
| nail enamel thinner | 25 7 | 13 9 | 4 7 |
| top coat | 32 7 | 17 6 | 5 10 |
| Zotos 'Z' (128 Biometica) | | | |
| hair setting lotion 21cc | 23 0 | 12 4 | 1 11 |

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

472 Fontanel=Fontanel Ltd., Percival House, Pinner Road, Harrow, Middlesex. 01-863 4666.

558 Halas=Halas Laboratories Ltd., Thorp Arch Trading Estate,

Boston Spa, Yorks. Boston Spa 2695.

902 Norvic=Norvic Ltd., Arkwright Road, Reading, RG2 0LN. 0734-85201.

1189 Standard=Standard Laboratories Ltd., Windmill Road, Sunbury-on-Thames, Middlesex. Sunbury 82117.

1566 NM=Norden Marketing Ltd., Cook Lubbock House, Waterside, Maidstone, Kent. Maidstone 44213.

THIS WEEK'S CHANGES

| | Trade | Tax | Retail |
|-----------------------------------|-------|----------|--------|
| Agocholine (115 Bengue) | | | |
| granules | 100g | 44 0 | 16 2 |
| Albion (25 A5) | | | |
| (distributors 1363 Alcos) | | | |
| ichthammol soap | 11 5 | 4 2 | 1 9 |
| milk and sulphur soap | 11 5 | 4 2 | 1 9 |
| bath size | — | — | — |
| All Fours (1068 Roberts) | | | |
| cough mixture | 15 7 | 5 8 | 2 4 |
| Amfac (61 APC) | | | |
| Glanales | 50 | 18 0ea | 27 0 |
| | 500 | 140 0ea | 210 0 |
| Anaxeryl (115 Bengue) | | | |
| ointment | 40g | 31 0 | 11 5 |
| Antalby (115 Bengue) †s7 | | | |
| suppositories, adult | 6 | 46 0 | 16 11 |
| and child | 30 | 46 0 | 16 11 |
| tablets | 30 | 46 0 | 16 11 |
| Antipeol (829 MBL) existing entry | | | |
| Antipeol (829 MBL) | | | |
| ointment | 20 11 | 7 8 | 3 5 |
| standard | 34 3 | 12 7 | 5 5 |
| large | 62 2 | 22 9½ | 9 9 |
| hospital | 218 0 | 79 11 | 34 0 |
| 16oz | — | — | — |
| Bengue's Balsam (115 Bengue) | | | |
| original or greaseless | 25g | 30 0 | 11 0 |
| | 500g | 34 0ea | — |
| Benuride (115 Bengue) | | | |
| tablets | 100 | 22 0ea | 29 4 |
| | 500 | 100 10ea | — |

| | Trade | Tax | Retail |
|------------------------|-------|--------|--------|
| Bornolin (115 Bengue) | | | |
| ointment | 40g | 30 0 | — |
| | 500g | 16 3ea | — |
| Certor (785 Macdonald) | | | |
| capsicum tissue | 1oz | 21 3 | — |
| | 2oz | 37 3 | — |
| | 4oz | 68 9 | — |
| capsicum wool | 1oz | 18 9 | — |
| | 2oz | 31 11 | — |
| | 4oz | 59 1 | — |
| | 8oz | — | — |
| gauze tissue BPC | 16oz | 112 0 | — |
| zinc oxide spoils | | | |
| 1in x 1yd | 7 0 | — | — |
| 1in x 1yd | 9 9 | — | — |
| 1in x 3yd | 16 0 | — | — |
| 1in x 3yd | 22 5 | — | — |
| 1in x 5yd | 20 9 | — | — |
| 1in x 5yd | 30 9 | — | — |
| 2in x 5yd | 51 10 | — | — |
| 3in x 5yd | 70 0 | — | — |
| 1in x 10yd | 30 9 | — | — |
| 1in x 10yd | 48 4 | — | — |
| Cremalgin (117 BPL) | | | |
| balm 1lb | — | — | — |
| Cutex (256 CPL) | | | |
| cheeky chops | 53 6 | 29 6 | 8 6 |
| Dandricide (25 A5) | 38 4 | 14 1 | 6 2 |
| Dentesive (843 ML) | | | |
| | 23½g | 22 8 | 2 10 |
| | 49g | 34 0 | 4 3 |

| | Trade | Tax | Retail | |
|---------------------------------|--------|--------|--------|--------|
| Digestells (141 Blyton) | 18 6 | 6 9½ | 3 0 | A |
| Doctor's (141 Blyton) | | | | A |
| catarrh pastilles | 17 0 | 6 3 | 2 9 | A |
| Drummer (1068 Roberts) | | | | A |
| dyes | 15 2 | — | 2 0 | |
| Ekco (411 Ekco) | | | | |
| underblankets | — | — | 119 10 | A |
| Delia double | — | — | 139 10 | |
| Delilah double | — | — | 95 0 | |
| Juno single | — | — | 109 10 | |
| Sophia single | — | — | 155 0 | |
| Super Sylvia single | — | — | 189 10 | |
| Super Diana double | — | — | — | D |
| Daphne double | — | — | — | D |
| Sabrina single | — | — | — | D |
| Emoform (1341 Willour) | | | | |
| medicated toothpaste | 29 8 | 10 11 | 4 7 | A |
| 50g | 46 7 | 17 1 | 7 3 | |
| 100g | — | — | — | |
| Endrine (1352 Wyeth) | | | | |
| nasal drops | 2 1ea | 9ea | 3 7 | • |
| 25ml | 5 3ea | 1 11ea | 8 11 | |
| 100ml | — | — | — | D |
| old formula | — | — | — | D |
| Esoderm (1007 PL) | | | | |
| lotion | 24 0 | 8 10 | 3 9 | • |
| H.E.B. (589 HEB) existing entry | | | | D |
| H.E.B. (589 HEB) | | | | I |
| "A" | | | | |
| 130g | 5 8ea | — | 8 6 | |
| 250g | 7 9ea | — | 11 7 | |
| 750g | 21 4ea | — | 32 0 | |
| 1½k | 38 0ea | — | — | |
| 3½k | 75 0ea | — | — | |
| antazoline | 60g | 3 8ea | 5 6 | |
| 130g | 5 10ea | — | 8 9 | |
| 500g | 16 6ea | — | 24 9 | |
| 750g | 23 6ea | — | 37 3 | |
| burn cream | 100g | 2 9ea | 1 1ea | 5 0 |
| 250g | 4 6ea | 1 7ea | 8 4 | |
| 750g | 8 9ea | 3 1ea | 16 2 | |
| calamine cream | 130g | 4 3ea | 1 6ea | 7 10 |
| 250g | 7 0ea | 2 6ea | 13 0 | |
| 750g | 20 9ea | 7 4ea | 38 6 | |
| compound | 130g | 5 8ea | 8 6 | |
| 250g | 7 9ea | — | — | |
| 750g | 21 4ea | — | — | |
| diphiodin | 130g | 4 3ea | 1 6ea | 7 10 |
| 250g | 7 0ea | 2 6ea | 13 0 | |
| 750g | 20 9ea | 7 4ea | 38 6 | |
| lac | 200ml | 4 3ea | 1 6ea | 7 10 |
| 500ml | 8 6ea | 3 1ea | 15 10 | |
| II | 16 0ea | 5 8ea | 29 8 | |
| 21 | 27 6ea | 9 3ea | 50 6 | |
| normal | 250g | 5 9ea | 2 1ea | 10 8 |
| 750g | 12 0ea | 4 5ea | 22 5 | |
| 1½k | 22 0ea | 7 11ea | — | |
| 3½k | 46 5ea | 17 1ea | — | |
| parisepsin cream | 130g | 4 3ea | 1 6ea | 7 10 |
| 250g | 7 0ea | 2 6ea | 13 0 | |
| 750g | 20 9ea | 7 4ea | 38 6 | |
| emulsion | 200ml | 5 0ea | 1 10ea | 9 4 |
| 500ml | 8 6ea | 3 2ea | 15 11 | |
| II | 16 6ea | 6 0ea | — | |
| 21 | 33 0ea | 12 2ea | — | |
| simplex | 100g | 4 6ea | — | |
| 275g | 11 0ea | — | — | |
| 650g | 17 6ea | — | — | |
| 2½k | 55 0ea | — | — | |
| 3½k | 69 6ea | — | — | |
| 5.5. solution | 200ml | 9 0ea | — | |
| 500ml | 20 0ea | — | — | |
| II | 39 0ea | — | — | |
| 21 | 75 0ea | — | — | |
| waterproof | 250g | 6 0ea | 2 2ea | 11 2 |
| 750g | 12 9ea | 4 7ea | 23 8 | |
| 1½k | 23 0ea | 8 6ea | 43 0 | |
| 3½k | 47 6ea | 17 4ea | — | |
| Hiltone (105 BTD) | | | | |
| shader | 9 8 | 5 4 | 1 6 | • |
| I.G.T. (141 Blyton) | | | | A |
| safeguards | 17 0 | 6 3 | 2 9 | A |
| Kaykill (1068 Roberts) | | | | |
| rodenticide drum | No. 1 | 14 4 | — | 1 10 A |
| | No. 2 | 32 6 | — | 4 2 |
| Kay's (1068 Roberts) | | | | |
| linseed compound | large | 37 0 | 13 7 | 5 6 A |
| La India (975 PD5) | | | | |
| powder | ½oz | 26 0 | 14 4 | 4 5 • |
| Maalox (1080 Rorer) | | | | D |
| tablets No. 1 | — | — | — | D |

| | Trade | Tax | Retail | |
|----------------------------------------|--------|---------|---------|---------|
| Macdonald (786 Macdonald) | | | | A |
| belladonna plasters † | 13 1 | — | — | |
| white cloth | 5×7½ | 26 2 | — | |
| 7×11 | 25 1 | 9 2 | — | |
| red felt | 5×7½ | 51 1 | 18 8 | |
| 7×11 | 19 10 | 7 3 | — | |
| red flannelette | 5×7½ | 37 6 | 13 10 | |
| 7×11 | 9 0 | 3 3½ | 1 6 | A |
| Menthells (141 Blyton) | | | | |
| Nadinola (975 PD5) | | | | |
| bleaching cream | 1oz | 62 0 | 34 1 | 10 5 A |
| 1½oz | 93 0 | 51 2 | 15 9 | |
| 2oz | 161 0 | 88 7 | 27 0 | |
| de luxe | 1oz | 93 0 | 51 2 | 15 9 |
| 2oz | 161 0 | 88 7 | 27 0 | |
| ultra | tube | 163 0 | 89 8 | 27 5 R |
| jar | 379 0 | 208 6 | 63 5 | |
| Neo-Rhinamid (115 Bengue) | | | | A |
| puffer | 15ml | 25 0 | 9 2 | 3 10 |
| Nestosyl (115 Bengue) † | | | | A |
| aerosol anaesthetic oil | 79 0 | 29 0 | 11 3 | |
| directional nozzle | 198 0 | — | 22 0 | |
| ointment | 30g | 34 0 | 12 6 | 4 10 |
| 500g | 21 1ea | — | — | |
| suppositories | 12 | 46 0 | 16 11 | 6 7 |
| 100 | 27 6ea | — | — | |
| Neutrogena (900 Norton) | | | | A |
| shampoo | sachet | 7 6 | 2 9 | 1 2 |
| 55cc | 26 0 | 9 6½ | 4 0 | |
| 110cc | 45 0 | 16 6 | 7 0 | |
| 220cc | 88 0 | 32 3 | 13 9 | |
| 550cc | 17 0ea | 6 3ea | 32 0 | |
| soap | 32 6 | 11 11 | 5 0 | |
| Northern Star (1570 NBL) | | | | • |
| overblankets | | | | |
| single 81×58 | — | — | 239 6 | |
| double 81×72 | — | — | 279 6 | |
| dual 81×72 | — | — | 319 6 | |
| underblankets | | | | |
| standard | | | | |
| single 50×25 | — | — | 99 6 | |
| double 50×45 | — | — | 129 6 | |
| de luxe | — | — | — | |
| single 60×30 | — | — | 147 0 | |
| double 60×48 | — | — | 189 0 | |
| Nu-Cot (903 NPU) | | | | |
| pleats | 250g | 31 10 | — | 3 9 C |
| (1doz) | | | | |
| Ophthalmic-Antipeol (829 MBL) † | | | | A |
| ointment | small | 18 9 | 6 10½ | 3 0 |
| standard | 34 3 | 12 7 | 5 5 | |
| Opobyl (115 Bengue) | | | | A |
| pills | 50 | 43 0 | 15 9 | 6 2 |
| Passiorine (115 Bengue) | | | | A |
| 100ml | 39 0 | 14 4 | 5 7 | |
| 500ml | 160 0 | 58 8 | — | |
| Pifco (983 Pifco) | | | | |
| baby bottle warmer | 987 | 32 7ea | 11 7ea | 55 0 A |
| bedwarmer | 1098 | 38 6ea | 13 9ea | 65 0 |
| facial sauna | 1560 | 76 11ea | 27 6ea | 130 0 |
| hair dryers | 1995 | — | — | D |
| Conquest | — | — | — | |
| health lamps | — | — | — | |
| Infrapower standard | 1007 | 78 9ea | — | 105 0 A |
| Infra-ionic | 1030 | 78 9ea | — | 105 0 • |
| sun lamp | 1025 | 124 2ea | 44 5ea | 210 0 A |
| Mignon | 1022 | 211 2ea | 75 6ea | 357 0 R |
| Queen curl roller set | 1555 | 117 8ea | 42 1ea | 199 0 |
| electric blankets | | | | |
| New Favourite | | | | |
| single | 8401 | 58 7ea | 20 11ea | 99 0 A |
| double | 8402 | 76 3ea | 27 4ea | 129 0 |
| Nitetime | | | | |
| single | 6401 | 62 2ea | 22 2ea | 105 0 |
| three heat | 6431 | 74 0ea | 26 5ea | 125 0 |
| double | 6402 | 87 0ea | 31 1ea | 147 0 |
| three heat | 6432 | 97 8ea | 34 11ea | 165 0 |
| Rest-time | | | | |
| single | 6403 | 74 0ea | 26 5ea | 125 0 |
| double | 6404 | 100 6ea | 36 0ea | 170 0 |
| Startime | | | | |
| single | 6405 | 82 9ea | 29 8ea | 140 0 |
| double dual | 6426 | 141 4ea | 50 7ea | 239 0 R |
| Razorlite mirror | 1648 | 20 9ea | 7 5ea | 35 0 A |
| Shaverlite mirror | 1650 | 32 7ea | 11 7ea | 55 0 |
| vibratory massager | 1556 | 74 0ea | 26 5ea | 125 0 |

| | | Trade | Tax | Retail |
|------------------------------------------|---------------|---------|--------|--------|
| Polaroid (989 Polaroid) | | | | |
| sunglasses | | | | |
| clipons | 183 | 21 9ea | 4ea | 33 |
| metals | 222 | 33 1ea | 4ea | 50 |
| | 223 | 35 1ea | 4ea | 53 |
| | 808 | 36 5ea | 4ea | 55 |
| | 424; 664 | 38 5ea | 4ea | 58 |
| plastics | 630 | 18 5ea | 4ea | 28 |
| | 650; 651 | 21 9ea | 4ea | 33 |
| | 640 | 25 1ea | 4ea | 38 |
| | 666 | 33 1ea | 4ea | 50 |
| | 697; 960 | 36 5ea | 4ea | 55 |
| | 831 | 38 5ea | 4ea | 58 |
| | 388 | 49 9ea | 4ea | 75 |
| | 333; 344; 773 | 56 5ea | 4ea | 85 |
| Pologol (589 HEB) existing entry | | | | |
| Pologol (589 HEB) | | | | |
| | 60g | 4 6ea | — | 6 |
| | 130g | 6 6ea | — | 9 |
| | 500g | 19 6ea | — | 29 |
| | 750g | 27 3ea | — | — |
| aqueous | 60g | 4 6ea | — | 6 |
| | 130g | 6 6ea | — | 9 |
| | 500g | 19 6ea | — | 29 |
| | 750g | 27 3ea | — | — |
| pilis | 60g | 4 6ea | — | 6 |
| | 130g | 6 6ea | — | 9 |
| | 500g | 19 6ea | — | 29 |
| | 750g | 27 3ea | — | — |
| Pulmo Bailly (115 Bengue) † | 7DDI | | | |
| | 500ml | 18 4ea | — | — |
| | 21 | 61 0ea | — | — |
| Pyorex (115 Bengue) † | | | | |
| toothpaste | 50g | 26 0 | 9 6 | 3 |
| Rhinamid (115 Bengue) † | 4B | | | |
| | 33ml | 40 0 | — | 4 |
| | 200ml | 99 0 | — | — |
| Rhino-Antipeol (829 MBL) † | | | | |
| ointment | small | 18 9 | 6 10½ | 3 |
| | standard | 34 3 | 12 7 | 5 |
| Roberts (1068 Roberts) | | | | |
| hair cream | | 16 6 | 9 1 | 2 1 |
| Indian brandee | 2oz | 18 2 | 6 8 | 2 |
| liquid paraffin | 8oz | 21 1 | — | 2 |
| olive oil BP | 2½oz | 18 0 | — | 2 |
| white petroleum jelly | | | | |
| BP | 2oz | 10 3 | — | 1 |
| | 4oz | 15 3 | — | 1 |
| | 8oz | 21 11 | — | 2 |
| zinc & castor oil cream | | | | |
| | 1oz | 11 11 | — | 1 |
| | 2oz | 17 9 | — | 2 |
| | 4oz | 26 7 | — | 3 |
| St. James Balm (829 MBL) | | | | |
| (distributors 1363 Alcos) | | | | |
| | small | 19 4 | 7 1 | 3 |
| | large | 33 9 | 12 4½ | 5 |
| Sedalby (115 Bengue) † | 4A | | | |
| tablets | 30 | 36 0 | 13 2 | 5 |
| Shadeine (1363 Alcos) | | | | |
| hair tint | 41 1 | 22 7 | 7 | |
| Simple (25 A5) | | | | |
| (distributors 1363 Alcos) | | | | |
| hand care | 38 7 | 14 2 | 6 | |
| Sleepwell (705 Kirby) | | | | |
| tablets | 16 | 18 0 | 6 7 | 3 |
| Tar Gard (1213 TG) existing entry | | | | |
| Tar Gard (1213 TG) | | | | |
| anti-smoking device | 11 0ea | 5 6ea | 22 | |
| Trinuride (115 Bengue) † | 4A | | | |
| tablets | 100 | 24 2ea | 8 10ea | 41 |
| | 500 | 104 6ea | 38 4ea | — |
| Triogesic (1303 Wander) † | 7 | | | |
| tablets | 12 | 30 0 | — | 3 |
| Veltis (115 Bengue) | | | | |
| cream perfumed | 40g | 20 0 | 11 0 | 3 |
| | 70g | 28 0 | 15 5 | 4 |
| unperfumed | 70g | 28 0 | 10 3 | 4 |
| Wincarnis (279 Coleman) | | | | |
| wine red label | 80 0 | — | — | 8 |
| | 148 0 | — | — | 15 |

AMENDMENTS TO KEY TO SUPPLIERS

279 Coleman = Coleman & Co. Ltd., Wincarnis House, Wentwick Street, Norwich, NOR 17A. Norwich 29.

1186 Stayne = Stayne Laboratories Ltd., Hillborough Road, Sands, High Wycombe, Bucks. High Wycombe 25721.

1213 TG = Tar Gard (Distributors) Ltd., 17 Church Street, Walton-on-Thames, Surrey. Walton-on-Thames 26030.

1570 NBL = Northern Blankets Ltd., Vine Mill, Roy Lanes. 061-633 4231.

Therapeutic—pharmacological index

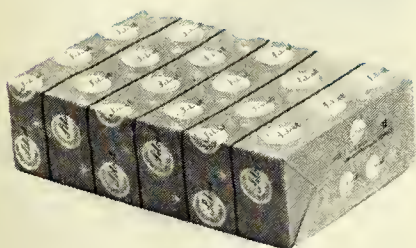
The following products to be added under the classifications stated

- 3(d) Co-ferol
 15(b) Benylin with Codeine
 16 Tandalgesic



These Macdonald products give you top profits on *top terms*

Silcot Santowels



Consistently high quality and comfort (cotton wool, cellulose free) make Silcot a favourite among the large (60%) sector of the market using towels as distinct from tampons.

To bring you even better sales, an easy-to-choose merchandiser puts the product right into the customer's hands.

Household Cotton Wool



There is a large and growing demand for Macdonald's Cotton Wool for household, nursery, cosmetic and surgical use. The product is popular for its even texture and unvarying high quality. Honest-to-goodness value to the customer, and in a range of attractive packs to meet every need.

Certor Dressings



Surgical dressings are certain profit-makers with regular N.H.S. demand. Macdonald's top quality 'Certor' range is very comprehensive, making it easy to save time and money by ordering exclusively from one supplier. Attractively packed to boost over-the-counter and self-service sales.

PUT YOURSELF ON TOP TERMS WITH MACDONALD OF MANCHESTER. ASK YOUR MACDONALD REPRESENTATIVE FOR FULL DETAILS, OR SEND FOR DESCRIPTIVE BROCHURE TODAY.

MACDONALD OF MANCHESTER

PORTLAND MILL, ASHTON-UNDER-LYNE, LANCASHIRE. TELEPHONE: 061-330 4422
LONDON OFFICE: 01-743 9818

Free **Tri-ang SPACE** toys will put Vosene sales into orbit!

Special packs of Vosene carry the offer of
free authentic space toys—
Lunar Prospector, Space Patrol and
Nuclear Freighter. Kids will love them.
Mothers will buy Vosene to get them.
Be prepared for blast-off!



Vosene - BRITAIN'S LEADING MEDICATED SHAMPOO

COMMENT COMMENT COMMENT COMMENT COMMENT

EFTA leads the way

The long-awaited draft convention for the mutual national recognition of pharmaceutical plant inspection has been approved by the Ministers of the European Free Trade Association and has gone to member states.

The most advanced international instrument designed to remove the often subtle obstacles to trade in pharmaceuticals, it contains a provision for other states—the US, Japan, Australia and the Common Market Six—to join, provided they have the national arrangements necessary to apply the inspection system as required.

Thus, paradoxically, the EFTA countries, now seeking membership in the European Economic Community, which would dissolve EFTA, are creating an instrument for pharmaceutical world trade that could survive the trading bloc itself. EFTA is now far ahead of the EEC in achieving any practical agreement on drugs; the EEC's First Directive, approved two years ago, has not yet been applied by any of the Six.

Britain and Switzerland are known to be most anxious for the earliest possible formal acceptance of the convention in the various capitals. But EFTA officials have stated that everyone wants to facilitate the movement of medicines, recognising the barriers that are raised under pretexts of public health considerations.

To prepare for the prompt application of the convention when it comes into force, EFTA has established an experienced working party of national inspectors, with a mandate to devise ways of implementing the treaty and to anticipate problems. This party is now comparing national inspection systems and is understood to have found a great degree of similarity in ways of tackling factory inspections. A team of EFTA's inspectors has already visited pharmaceutical manufacturing plants in London, Copenhagen,

Halsingborg, Vienna and Linz, and this month will visit (not inspect) the important centre of Basle. On these trips the men compare notes and handling of real inspection problems on the spot. The working party is also expected to formulate the basic Standards of Good Manufacturing Practice that will govern recognition.

Under the terms of the convention, the contracting states agree to "exchange such information as is necessary for the recognition of inspections relating to pharmaceutical products manufactured within their territories and intended for import into other contracting states."

The information can relate to the standards in general or to particular products. Furthermore, supplementary questions on which a national authority needs information in order to comply with the provisions of its national laws can be put to the inspection authority of the producer's country. The requesting authority then uses this information to evaluate the product, "treating the inspection made by the authority of the producer's country as if it were their own."

EFTA thus hopes to eliminate a major indirect obstacle to trade caused by "technical and administrative regulation."

In a field of compulsory technical regulations, EFTA's approach, it seems, is to concentrate on the reciprocal recognition of tests between the competent national bodies, at the same time encouraging work on international standards.

We understand that the pharmaceutical section of the Department of Health has been constantly involved in the negotiations since the treaty was envisaged and that the expertise of the pharmaceutical industry of various European countries through their group association (GIIP) has been welcomed.

BOOKS

Health in a Bottle. L. Earle Arnow, Ph D, M D, *J. P. Lippincott Company, Philadelphia, U.S.A.* Distributors in Great Britain: Blackwell Scientific Publications, 5 Alfred Street, Oxford. 8 x 5½ in. pp 272. 60s.

A better clue to the contents and theme of this book than the title, which might suggest a treatise on liquid galenicals, is provided by this almost equally prominent subtitle, "Searching for the drugs that help." The author, who is senior scientific consultant at the Warner-Lambert Research Institute, Philadelphia, USA, tells how medicinal agents are discovered and then tested in animals and human beings. He gives brief life histories of such synthetic drugs as Diamox, Phenergan and Librium, and follows with chapters on "drugs from nature," "biologics" and even "drugs without profit." One cannot but feel that his real interest and purpose are embodied principally in his "overture."

In that opening chapter he analyses and justifies the heavy expenditure by Ameri-

can pharmaceutical manufacturers on research and development in face of the experience that only one in 60 new chemicals (his own estimate) shows enough promise to justify substantial further laboratory investigation and only one in 240 goes on to justify testing on human subjects.

The chapter contains much statistical ammunition for those who are called upon from time to time to defend the drug industry against unwarranted attacks. A chapter on "The FDA and new drugs" presents an illuminating summary of the obstacles a manufacturer must surmount before launching a new drug in the United States.

Introduction to quantum concepts in spectroscopy. W. Laidlaw *McGraw-Hill Publishing Co. Ltd.*, Shoppenhangers Road, Maidenhead, Berks. 9 x 6 in. Pp. xix + 240. 96s.

An undergraduate text aiming at giving a unified presentation of quantum-mechanical concepts early in the students' career. Background expected is "freshman" mathematics, physics and chemistry. A feature of the book are the "projects" —

groups of related problems giving fuller application of textual material to chemical problems than to isolated problems (which are also provided).

American Indian Medicine. Virgil J. Vogel. *University of Oklahoma Press.* Agents: *Bailey Bros & Swinfen Ltd*, Warner House, Folkestone, Kent. 9¼ x 8¼ in. Pp. 583. 125s.

The book discusses Indian theories of disease and methods of combating various diseases. It also lists Indian drugs that won acceptance of the pharmacopoeia compilers and those of the US National Formulary. All told about 170 medicines, mostly botanical, were contributed by Indians north of the Rio Grande and about 50 more from natives of the Latin-American and Caribbean areas.

The Chemical Formulary, vol 15, H. Bennett. *Chemical Publishing Co Inc*, 212 Fifth Avenue, New York, NY 10010. 8½ x 5¼ in. Pp 320. \$10(US).

The new volume, presented similar to the earlier ones, contains miscellaneous formulas collected in 1968. Includes chapters dealing with cosmetics and drugs and farm and garden formulations.

LETTERS

Translation

The enclosed copy of an EC10-HP was presented here a month ago.

R

G. CPL tid
m. 10ml

It was apparently written by a foreign doctor attached to our local hospital. Observing the condition of the patient's eye gave a clue to what was required as this abbreviation had not been encountered before.

G. F. Hutchinson,
Market Harborough

[Mr Hutchinson writes that the "translation" is Guttae chloramphenicol.—Editor.]

No amphetamines

We in the Bolton Branch have decided to adopt the Ipswich idea of local pharmacists not stocking amphetamines. We asked the local medical committee to approach doctors suggesting that amphetamines should not be prescribed. This was accepted by the medical committee. If any amphetamine is prescribed the pharmacist will obtain the drug within a few hours.

This means that the Bolton pharmacist does not stock amphetamines and the local and national Press gave a good write-up in their papers. We also got coverage on television by the B.B.C.

We hope the result of this action and its publicity will cut down the number of burglaries in pharmacies.

Any branch wishing to follow this example should do so as soon as possible.

A list of these amphetamine drugs is available from Bloomsbury Square or our local secretary.

Geoffrey Lowther,
Bolton Pharmaceutical Committee

A wholesaler's case

The letter from "Paddington Pharmacist" (August 29, page 248) interested me and prompts this reply in defence of the middle-size chemist wholesaler and to endeavour to present the "other side of the coin."

It would appear that the retailer does not fully appreciate that the present margin of wholesaler's profit is insufficient for us to operate efficiently, the greater part of which is swallowed up by the ever increasing day-to-day running expenses, administration, motor vehicles, staff, etc. Also, it must be appreciated, that the credit allowed to us by some of our suppliers has been greatly curtailed over the past year or so, to what now amounts to almost a month-by-month basis; thus the reason for persistent out-of-stock lines. "Paddington Pharmacist" must realise that his comment that "wholesalers must work within their margin" is slowly becoming an impossibility and they cannot entirely

be blamed for trying any means necessary to reduce costs, which if this situation persists must eventually result in a severe deterioration in the supply of their wants and services they so rightly deserve, in order to fulfil their important professional service to the public.

London Chemist Wholesale Sundriesmen

'The voluble critics'

In his letter published in the *C&D* August 29, Mr Brown criticises me and "other voluble critics" of the N.I. Pharmaceutical Society Council for not having made constructive suggestions about what could be done "without limitation." I think he may be being a little unfair in so far as I don't know how he professes to know whether such suggestions have in fact been made. The fact that suggestions were not made in my letter does not mean that suggestions have not been made elsewhere. But he really puts his finger on the nub of the problem when he says, "without limitation."

Why has it been left until now to agitate for limitation. Many years ago I wrote in another publication about the need to get some sanity into the granting of Health Services contracts. Again in 1967 when the amendments to the N.I. General Health Services Act were being discussed I again urged that we should be fighting to get rationalisation of pharmaceutical services and limitation of contracts. I was told then that it was impossible and in fact from the sniggers and sneers of some people present at the meeting I was left feeling that suggestions from country bumpkins were not welcome in the halls of power.

Late in the day

I must say that it is amusing to see the enthusiasm with which the ideas are now being taken up following the Pemberton Report. The tragedy is that it is now rather late in the day. Many of us, "the voluble critics," have also asked that the question of compensation for chemists forced out of business by health centres should be studied and also that the terms of remuneration for chemists working in health centres, with particular reference to the notorious "Sliding scale" should be reviewed before chemists enter health centre pharmacies. No, Mr Brown, it was not lack of constructive suggestions that has landed our profession in the mess in which we now find ourselves. If chemists should have learned anything in the last twenty years, it is that it is fatal to rush blindfolded into any new situation without trying to foresee the difficulties which will arise and solve as many of them as possible before they are committed beyond all hope of retreat. It is no use hoping that it will all come right in the end.

Any "responsible Society," to quote Mr Brown, should in my opinion advise all its members to wait until such time as details of terms and conditions have been worked out to the satisfaction of all concerned. This has not been done. In fact, the figures so far produced relating

to health centre pharmacy are nothing short of alarming. For "any responsible Society" even to contemplate allowing its members to accept such terms is verging on the criminal.

I would be obliged if you would allow me to deal with another matter that has arisen as a result of my previous letter. At the monthly meeting of the N.I. General Health Services Board, the Secretary Mr Stewart said he felt that my reference to "dubious figures" being "produced by high powered teams of officials of the Board" was a direct attack on him and on Mr Kernahan, the Board's Pharmaceutical Officer. Nothing could have been farther from my mind when I wrote those words and I would like to apologise to both these gentlemen, for whose integrity I have the highest possible regard, for any embarrassment which my remarks may have caused.

James A. Boyle,
Armagh

BPSA book appeal

I would like to express my thanks to everyone who donated books to our book appeal over the past year. 1,800 books were collected, and World University Service (WUS) has sent these books to Nigeria, where they have been greatly appreciated.

The book appeal is being continued during the next year, so if you have any spare books, please send them, as students in developing countries are in great need of them. These students are almost entirely dependent upon imported books, which are exorbitantly expensive. Hence these books are urgently needed by WUS for setting up libraries and book banks, where books are sold, lent or exchanged.

Any medical or pharmaceutical text book will do, but they should be: (a) of university standard, (b) not more than 5-6 years old, (c) in English, Spanish, French or German.

If you have any books then please do send them to: Miss Veronica Davis, International Liaison Secretary-BPSA, Tweenwalls, Tredington, Shipston-on-Stour, Warwickshire.

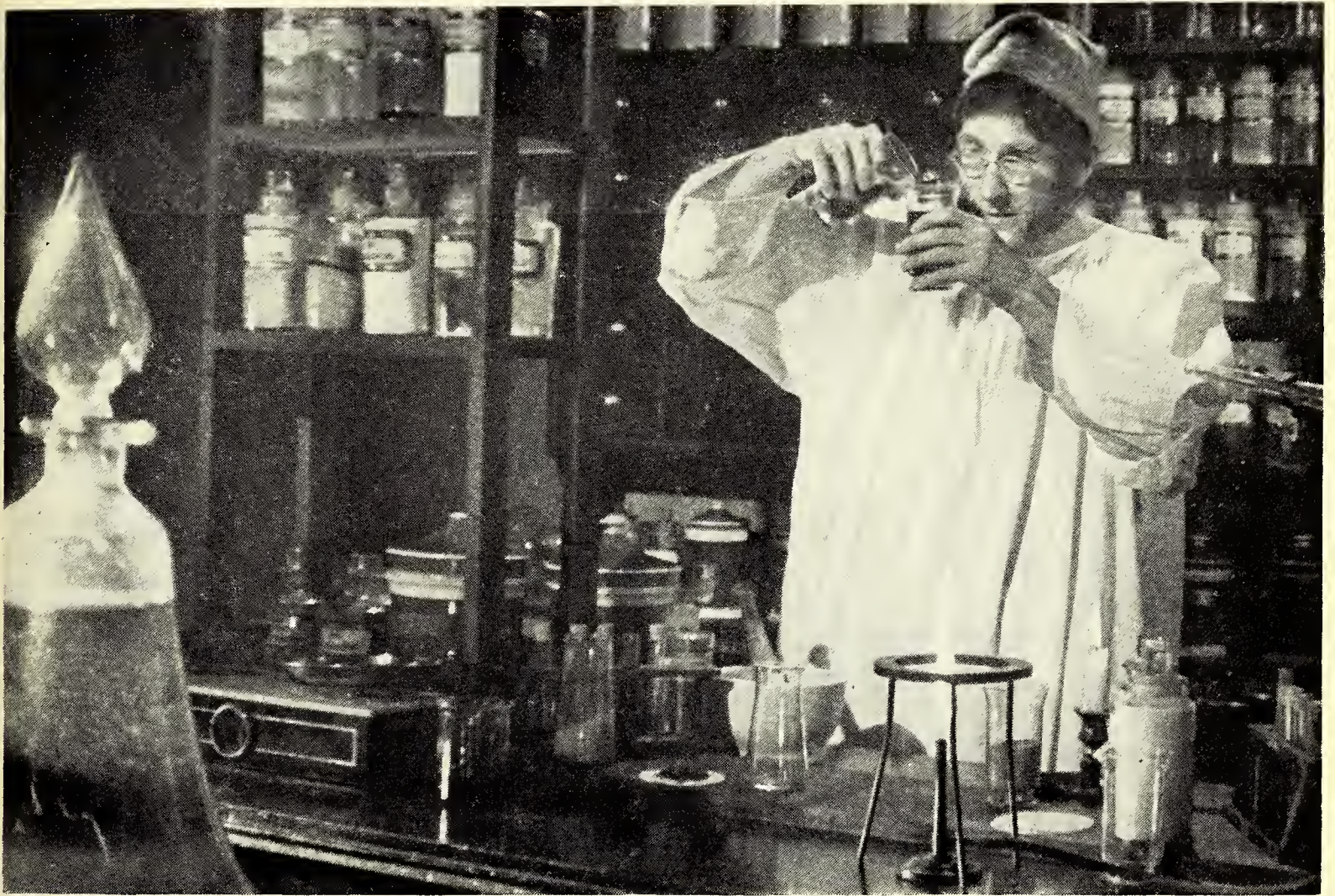
Veronica Davis,
British Pharmaceutical
Students' Association

Appreciated

The arrival of the September *C&D* Quarterly Price List was particularly welcome in view of the many changes that have occurred over the last quarter. The June issue has had to bear unusual punishment and was looking somewhat tatty. **PLR**

Prescription poser

Indist
and
2m
i k
50



Seeing as he did such a great job last year, we're keeping him on.

Last winter your customers with coughs and colds saw a TV commercial.

They saw a little man called Mr. Owbridge mixing a medicine for his family's coughs.

The coughs were relieved. And your sales went up.

This season he'll be repeating his performance with more money behind him.

Mr. Owbridge's representative will be visiting you soon to explain how his *better margins* and *14 to the dozen bonus offer* lead him to believe that Owbridge's will be your most profitable nationally advertised cough syrup.

"We love you Mr. Owbridge"

A HISTORY OF THE BRITISH PHARM

E. H. Shields

When the 1911 Conference met on July 25 in the Municipal College, Portsmouth, members were received and welcomed by a fellow pharmacist in a public position as chairman of the higher education committee. Councillor F. G. Foster was not enamoured of school clinics and the new National Insurance Bill and he thought that the "outlook for pharmacy was not very rosy," but he cheered up when talking of the new town hall and the college in which they were assembled — £250,000 very well spent. The Conference president, Mr W. F. Wells, of Dublin, (the first Irishman to attain that office) agreed that education was one of their primary objects, and he proceeded to give a comprehensive lesson on the pharmacy laws of the United Kingdom, leading to a thorough castigation of the 1908 Poisons and Pharmacy Act.

Hitherto, legislation had been for the safety of the public, but this latest Act "says nothing about safety. In fact, by it the public safety is endangered." Furthermore, lax legislation was being followed by lax administration.

Another example of official inertia or worse in matters pharmaceutical was the Blue Book issued by the Privy Council Office, reporting on the practice of medicine and surgery by unqualified persons in the United Kingdom. The General Medical Council had asked for a Royal Commission but had been fobbed off with a questionnaire addressed to medical officers of health. "If ever there was a one-sided inquiry we have it here" said Mr Wells; even the summary of replies was biased — it would seem that chemists were all unclean. Yet a closer examination of those same replies disclosed that prescribing chemists were in a minority and there were numerous comments such as "chemists treat only very minor complaints". Mr Wells looked to the Joint Committee of the BMA and the Conference to put the record straight.

Returning to his legal exposition, the president compared the Act of 1868 (which did not apply to Ireland) with the Pharmacy Act (Ireland) 1875, to the advantage of the latter. "We in Ireland have taken more out of our Act than our British confreres." The Council of the Irish Society was able to institute a compulsory preliminary examination to be taken before a four-years' apprenticeship including a compulsory curriculum, preparatory to the qualifying Licence Examination. For his account of conditions abroad Mr Wells acknowledged his indebtedness to French and German correspondents of the C&D. Both pharmacien and apotheker were well looked after by the State. The British Government should take note.

The Executive reported on the arrangements for the new practice session to be held on the Tuesday afternoon of Conference week.

The resolutions of the joint standing committee with the BMA, in connection with the National Insurance Bill, had been approved only in part by the Association's Council. The treasurer's report covered a period of 18 months and Mr Umney was able to congratulate members on the smallness of the deficit (£25) after paying for the 1910 Year-Book.

Most of the papers which followed aptly reflected the pharmacy of the time, with discussions equally appropriate. Indeed, the author of the paper on the analysis of diabetic foods, Mr F. W. F. Arnaud, confessed that the comments thereon were more valuable than his own notes, and they had a practical outcome in a resolution calling on the Executive to consult with the BMA in an effort to rectify the scandal of worthless products masquerading as safe, scientific treatments.

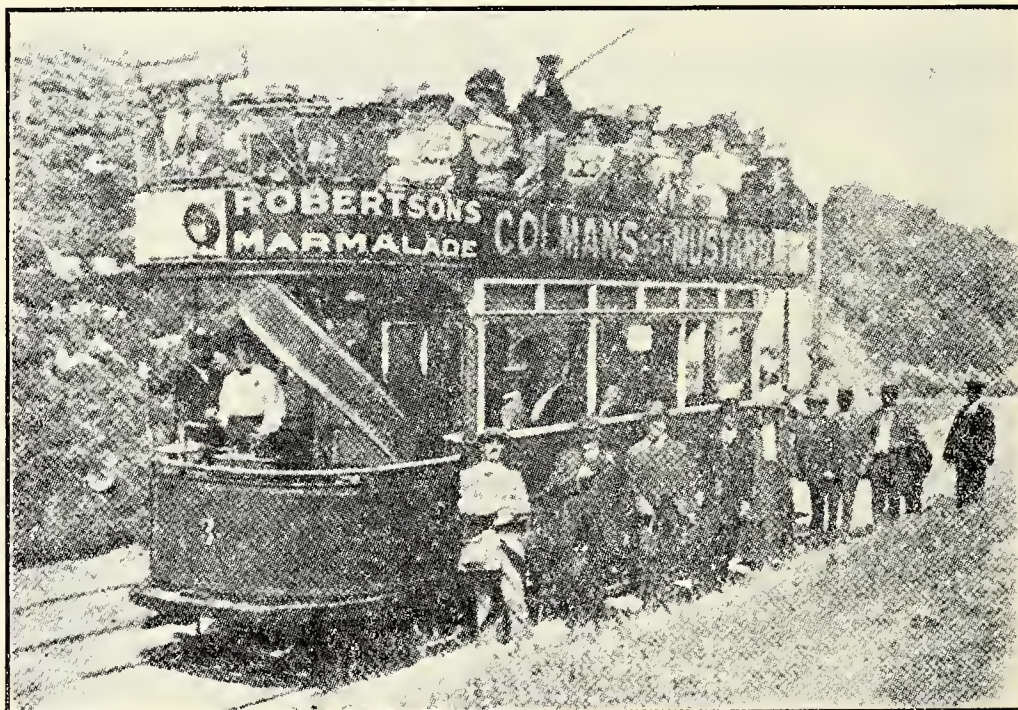
Inspectors under the Sale of Food and Drugs Act were becoming rather fond of taking samples of white precipitate ointment and there was special interest in the view from the window of a public analyst's laboratory. Mr G. D. Elsdon, an assistant in the Birmingham Laboratory, had to admit that the perfect method of analysis was still to be found. He described his own routine of separating the active agent from the base, using immiscible solvents, and eventually estimating the mercury as sulphide.

Most of the unsatisfactory ointments were from unqualified traders, zinc being sometimes hopefully substituted. Samples containing respectively 13.4 per cent and 7.1 per cent were obtained from the same qualified vendor "and apparently dispensed from the same jar." No fraudulent intent here, just "careless mixing," and the careless mixer was let off with a caution.

Another favourite was sweet spirit of nitre, which lost strength whenever the stopper was touched. Mr D. B. Dott suggested that the Pharmacopoeia Commission should allow chemists to use two solutions, analogous to Fehling No 1 and No 2, but containing a strong aqueous solution of sodium nitrate in one and alcohol acidified with lactic acid in the other, the two to be mixed immediately before use, in suitable proportions. The response from members was critical, though everybody, including the president, was anxious to circumvent the bogey man. Mr Pollard, of Ryde, had a friend who made his spirit four times BP strength and diluted as required. "Of course, he kept a nitrometer handy." Of course!

In his paper on cannabis indica, Mr Harold Deane kept to purely pharmaceutical aspects, variations in the crude drug and in extracts therefrom, and an examination of commercial extracts. Mr Maben saw no advantage in restricting the source to India. Mr Umney thought the main use was for corn paint and it could be easily substituted, Mr Wippell Gadd was surprised to note the absence of pharmacological tests. Mr Edmund White advocated extraction of the fresh herb in India. Mr Dott questioned whether the drug deserved BP status, whilst Mr. Finnemore argued that manufacturers should not be restricted to methods specified in the BP now very old and out of date.

The practice session made a good beginning with papers on secret and proprietary medicines, pharmaceutical education and the National Health Insurance Bill. In preparation for the first item, the Executive had sent out a 12-prong questionnaire and replies from 103 local asso-



Excursion 1911: Miss E. S. Hooper, conference secretary, is at the controls

PHARMACEUTICAL CONFERENCE — 1911-12

ciations had been tabulated. There were doubts and reservations, but a solid majority voted for "joint action by medical and pharmaceutical bodies to bring about a more satisfactory state of affairs." The paper by Mr E. F. Harrison was an admirable resumé of the subject from one of its leading authorities (he had been responsible for the analyses for the BMA books "Secret Remedies" and "More Secret Remedies.") He called for a Royal Commission or at least a Departmental Committee before any new legislation — "publicity and exposure are the worst foes to quackery" he said. Several speakers "declared their interest," notably Mr Edmund Jones, of Hanley, who had a cough mixture of more than local fame. "Medical men would doubtless call it quackery" but what was the chemist to do when he had not enough dispensing to keep his business going? This was certainly the case in the Potteries, where every doctor ran his own dispensary and a prescription in the pharmacy was a rarity. Mr Harrison's resolution was passed unanimously.

Dr F. Beddow, vice-principal of the Portsmouth College, spoke of pharmaceutical education from the point of view of the teacher. He deplored a system or lack of system which compressed all the work into a few months at a school of pharmacy — a process of cramming, ending all too often in a series of failures. The examination was regarded as a nuisance and the subjects studied as of no value. He wanted to put the education first and the examination would take care of itself, and he itemised a curriculum beginning with the last year at school and extending over the whole period of apprenticeship.

The third item on the agenda was to

confirm a resolution passed by the joint standing committee of the BMA and the Conference, but not approved *in toto* by the parent body, the Council of the BMA, which was loath to lose all its grip on dispensing. The Conference not only confirmed the resolution *nem con*, but sent a telegram to Mr Lloyd George to that effect while members similarly bombarded their respective MPs in support of "Glyn-Jones's amendments to Clause 14 of Insurance Bill". Another Edmund, this time Mr White, stressed the absolute necessity for pharmacy to get full recognition in the Bill; failing this, all their efforts in education and professional training would be worthless.

Mr Wells made a good chairman, though he gave all the credit to the secretaries; he kept things moving without seeming to hurry, yet finding time for the practice session and avoiding any last-minute scramble over the final courtesies. In addition to the usual social events, there were parties for the Royal Yacht, *Alexandra*, Portsmouth Dockyard and a *conversazione* at the Municipal College and, business concluded, Mr Pollard gave members the freedom of the Isle of Wight.

Edinburgh was the attractive venue for 1912 and there was indeed a record attendance in the debating hall of the University Union on July 20, with Sir Edward Evans in the chair. Speeches of welcome were to the point, with touches of pawky Scottish humour. Mr Laidlaw Ewing mentioned that the local ladies of pharmacy had undergone a special course in the history, geography and topography of the city and its environs. Medico-pharmaceutical relations were described as especially cordial.

Mr J. P. Gilmour made everybody free

of York Place, with all its amenities, "open for any lawful use." The North British Branch was older than the Conference, but was always interested and ready to help; it had provided a distinguished president and a dozen vice-presidents.

Sir Edward Evans modestly declared that he had approached the chair with some diffidence, for he was primarily a business man rather than scientist, albeit with a genuine interest in scientific work in general, as witness his company's numerous publications. Whilst in North America recently he had been impressed by the work and worth of the Bureau of Plant Industry, and he produced four of its bulletins dealing with medicinal plants.

Our own authorities, both home and colonial, would do well to follow such an excellent example. The theme of drug cultivation would be taken up in greater detail in the paper to be read later in the meeting by his nephew. On current trends in pharmacy, Sir Edward emphasised the importance, interest and indeed fascination of the trading side.

He was accustomed to buying in tons and selling in ounces, watching the ups and downs of business from the wholesale point of view, and 45 years of personal intercourse with retail chemists had made him familiar with the special difficulties of the craft. "Our only hope of prosperity lies in the prosperity of our retail friends." He gave a guarded welcome to the Insurance Act which had become law since their last meeting; for the first time in history it was officially recognised that dispensing should be kept separate from prescribing, "though no one would be rash enough to suggest an entire cessation of dispensing by the medical profession, or legislation to give that effect."

The report of the Executive underlined this last point, indicating that it was still "not opportune" to arrange a meeting with the BMA to discuss the question. It was also regretted that Mr E. Saville Peck wished to resign his office of joint honorary secretary, and Mr J. C. Umney had resigned the treasurership. Improvements in the Year-Book included sections on new remedies by Mr F. W. Gamble and dispensing notes by Mr Harold Wyatt. Mr Umney's fifteenth and final financial statement was optimistic, welcoming 180 new members, and as usual, gently magisterial, reminding 276 persons of unpaid subscriptions; he was still hoping to hand over to his successor a credit balance of £40 or £50. By this time it was an open secret that the 50th Conference would be held in London, with this same J. C. Umney as chairman.

The papers contributed to the science session, 26 in all, were well balanced and practical, but Father Time has decided that the preparation of bacterial vaccines



A party of delegates prepares to leave on a trip to Carisbrooke

continued on page 286

continued from page 285

was not for the pharmacy, despite the fine pioneer work of Mr Ernest Quant, which was warmly commended in the discussion on the paper by Dr I. S. Stewart. The current Codex came under fire from Mr Thomas Tyrer, and Mr Woolcock, for the Society, agreed that it was not perfect and probably never would be, but careful note was taken of every criticism. Dr Alexander Goodall, of Edinburgh, made a strong plea for the wider use of physiological methods of testing drugs for which no chemical or other standard was known, such as digitalis.

As a physician he prescribed the tincture for its physiological effects. "If the pharmacist can give me a physiologically good tincture I am content, even though it is made from poor leaves." Of 26 samples, freshly made, he had found 6 under strength and 5 over strength. "The strong tinctures may be greatly over-strength and the possibility of their existence is sufficiently alarming."

Members generally welcomed the paper by Mr J. H. E. Evans, on "Suggestions for the more extended cultivation of drugs," and it may still be read with interest, though many of "our colonies" have undergone political upheavals undreamed of in 1912. Mr F. Ransom, called upon by the president, warned against undue optimism, our charming climate could be fickle, there was keen competition from cheap raw Continental materials; he had previously raised the question of the evaluation of crude drugs on their alkaloidal content or otherwise and had advocated joint discussions with the BMA.

The practice session, with Mr Edmund White in the chair, kept up its youthful reputation. Mr Rutherford Hill dealt with the relations of physician, pharmacist and patient, claiming that all would be well if each acted according to the golden rule, "Do to others as ye would that others should do to you." Unfortunately, many tangles could develop to spoil the ideal and Mr Hill quoted a few "samples, by no means exhaustive." The discussion produced a few more; what is one to say of a doctor who dispensed a consultant's prescription, for instance? Mr E. F. Harrison proposed a wider circulation of Mr Hill's paper amongst both professions.

Mr E. Saville Peck gave some good advice on the training of apprentices, elaborating that of Dr F. Beddow at the Portsmouth meeting with more evidence of current conditions. An echo of the first Edinburgh Conference of 1871 was raised when Mr Peck recalled the comment of Mr S. R. Atkins that apprentices were becoming scarce. After 41 years they were becoming scarcer. Mr Crossley-Holland wanted a little business training to be included. "Many assistants did not know one side of a ledger from the other" — a potent source of failures when "out on their own."

Altogether, with its brilliant social assemblies and a fine full-day excursion into the Scott country, this Edinburgh meeting made an admirable curtain-raiser for the jubilee year of the Conference, which was to culminate in special celebrations in London in July 1913.

METAL SHELVING BLENDS WITH TIMBER

Mr H. Freedman purchased his first pharmacy at Radcliffe some four years ago, but recently moved into premises previously occupied by a confectioner's in the shopping precinct attached to a developing residential area at Bury.

The new pharmacy and its environment is suitable for a self-selection layout and Mr Freedman decided to install Counterpoint's equipment. He selected the metal rather than the timber shelving to minimise any fire risk, taking the view that the metal shelves are equally as handsome when set in the context of the timber base and the sapele veneered end-panels fitted to a run of Counterpoint shelving.

Babyfoods, household and photographic goods are displayed on open shelving on the left hand side of the sales area. Cosmetics, toiletries, slimming and diabetic foods are arranged on the right hand run of shelving, which is fitted with two glass-fronted display cabinets and a wide base shelf for sanitary towels, tissues and other bulky merchandise. In front are two glazed display counters for the more expensive perfumes, toiletries and giftware.

The rear of the shop is formed by a run of mainly open shelving which encloses the dispensary, and incorporates a see-through service hatch cut into one of the back panels of the free-standing wall units.

This area of the pharmacy is stocked with medicines and ethical preparations, and is separated from the self-selection area by a counter which is fully glazed for display in front and incorporates a nest of twenty stock drawers behind. A further stock drawer unit is incorporated in the wall shelving unit opposite the counter back providing ample accommodation for the shop's needs.

A new easy-to-operate dispensary with everything clearly visible and within reach was also fitted out by Counterpoint. Dry dispensing is arranged on the left, backing onto the rear run of wall shelving. Tablets and capsules are arranged on shelves around the hatch and there is a label container just below it.

The unit along the side wall incorporates the DDA cupboard, with adjacent shelving for ointments and the Winchester storage beneath. Wet dispensing is carried out on the right, where a sink is incorporated, with a bottle storage below and to the side, and open storage shelves at eye level.

The pharmacy keeps the previous shop-front which was installed only a few years ago. It is fully glazed within an aluminium frame with the door to one side creating one large and one smaller see-through window. A white fascia contains the words 'H. Freedman (Chemists) Limited' in blue letters. Within the pharmacy the previous sand coloured lino tiles with a red pattern were retained, and also the ceiling fluorescent strip lighting.



(Above right) View of the dispensary. (Above) General view of shop

Relief for Chemists

10% extra discount

YOUR CHOICE FOR 10%

Spend £7.10.0d for your 10% extra discount (7½% on £5 orders).
Choose any combination from :—

- RADIAN-B Aspirin Spirit Liniment
- RADIAN-α Spirit Dressing
- RADIAN MASSAGE CREAM
- RADIAN BATH SALTS
- ARADOLENE Analgesic Cream
- ASPELLIN (E.C.10 only)
- RADIOL Veterinary Products
- BIOVITAL Vitamin Tonic (Southern TV Area only)



- RADIAN-B Aspirin Spirit Liniment is regularly advertised in Daily Express, Daily Mail, Daily Mirror, Daily Sketch, Sun, News of the World, People, Sunday Mirror, Reveille, and I.P.C. women's weekly magazines.

- FREE colourful display material sent with your order.

Order now from

RADIOL CHEMICALS LTD., Stepfield, Witham, Essex. CM8 3AG. Tel: Witham 2538

Scottish Agents: Wade Pharmaceuticals Ltd., Springfield Laboratories, Bishopsbriggs, Glasgow, Lanark. Tel: 041-772 1152
N. Ireland Agent: A. E. Atkinson, 135 Old Park Road, Belfast BT14 6FQ. Tel: 745 197



HILL'S BIG 3

"CHEMISTS ONLY"—SURE SELLERS

EXTRA DISCOUNT TERMS

1st SEPTEMBER 1970 to 31st JANUARY 1971.

5% ON 6 DOZ. OR **10%** ON 12 DOZ.

ASSORTED PRODUCTS

| | UNIT RETAIL | UNIT COST |
|-----------------------|-------------|-----------------------------|
| HILL'S ADULT BALM | 4/7 (23p) | 2/7.13 (12.9716p) plus P.T. |
| HILL'S ADULT BALM | 7/7 (38p) | 4/3.51 (21.4625p) plus P.T. |
| HILL'S JUNIOR BALM | 3/9 (19p) | 2/1.47 (10.6129p) plus P.T. |
| HILL'S BALM PASTILLES | 2/11 (14½p) | 1/8.25 (8.4333p) plus P.T. |

NOTE: MINIMUM QUANTITY OF ANY SIZE IS ONE DOZEN.

ORDER NOW — DIRECT ONLY FROM —

H Hill's Pharmaceuticals Ltd

SPRING BANK WORKS · NELSON · LANCASHIRE

ODOURS

R. W. Moncrieff

232 page 30 illustrations (£2.25) 45s net

This new book to be published on September 25th reviews how direct methods of physical and physiological experiment have yielded most of the information we have acquired.

It will interest workers on odours, olfaction and flavours and should be useful to the food and beverage industries, to makers of perfumes, detergents, cosmetics and toilet goods.

William Heinemann Medical Books Ltd
23 Bedford Square, London WC1B 3HT

Make sure you have the tablets with the plus factor

Yestamin Plus Paracetamol

The tablets that ease pain and are a tonic for those feeling tired and tense.

Prices: 20 19/1 per 12 plus Purchase Tax. RSP 2/8d.
50 40/2 per 12 plus Purchase Tax. RSP 5/6d.

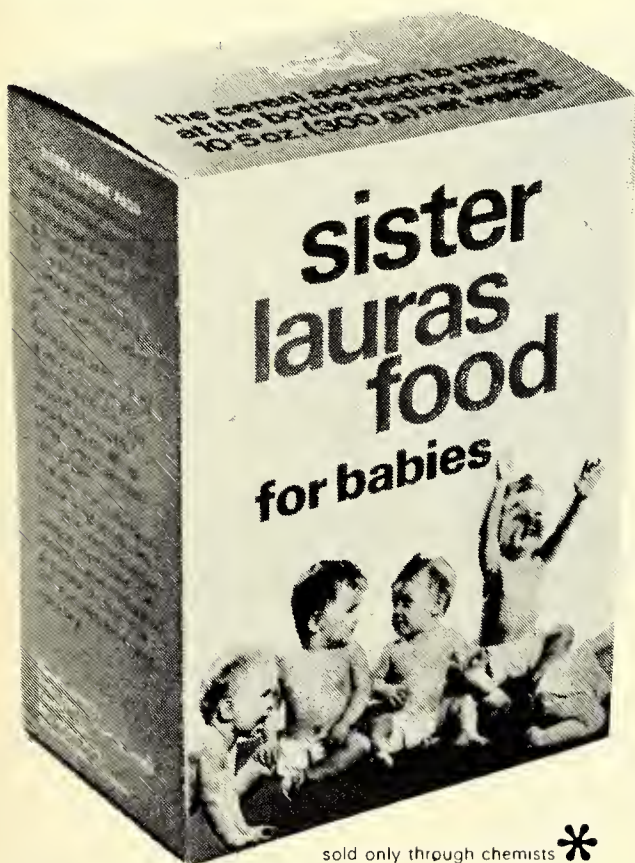
Trent Laboratories, Trent House, Wellington Road, Burton-on-Trent.
Telephone Burton-on-Trent 3781
(A division of Trent Yeast Extract Co. Ltd)



CREATED TO SATISFY
DIFFICULT BABIES —
But giving you
**EXTRA
PROFIT**
in the process

Mothers with restless, fretful, dissatisfied babies add Sister Luras Food to the fresh/dried milk or proprietary baby food they normally buy. The cereal content provides extra nourishment in easily digestible form encouraging quiet nights and happy days.

You—like thousands of doctors, nurses, clinics and chemists—can recommend it with confidence. You please harassed mothers—and the profit on the proprietary food PLUS the generous profit on each pack of Sister Luras pleases you—everybody's happier—and that's worth recommending. Available from all wholesale chemists.



Sister Luras food for babies

Manufactured since 1920 by Sister Luras Infant & Invalid Food Co. Ltd Bishopbriggs, Glasgow.
Distributing agents for the Republic of Ireland: May Roberts (Ireland) Ltd.

Join Suttons Seeds and grow fast

Join in the great seed boom and become a Suttons agent now. You'll have more than a head start when you sell Suttons.

FAST GROWING TURNOVER

Sales of Suttons flower, vegetable and lawn seeds through shops are developing fast. In the 1970 season they were more than 50% up on 1969.

THE SEED IN FOIL PACKETS

Only Suttons packet seeds in Sutton-Sealed laminate foil packets, ensuring Harvest Fresh perfection and seedling vigour.

PRICES IN 1971

For the second year, prices of all packeted small flower and vegetable seeds will remain unchanged.

ADVERTISING

Suttons spend four times as much in the press as the next largest advertiser of seeds selling through shops.

NEW PLANT FOODS

With the introduction of ten specialist plant foods in easy-to-use sachets, the season for selling Suttons is greatly extended.

SUTTONS AGENTS

The appointment of agents is restricted, they enjoy reasonable exclusivity in their area.

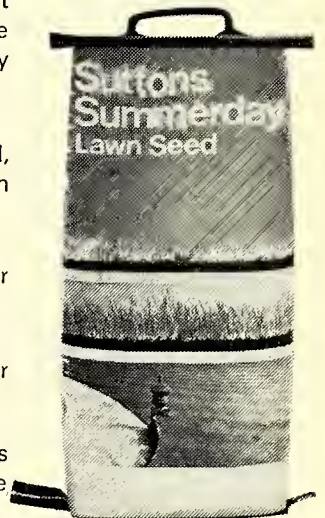
S.O.R.

Suttons seeds are sold on sale or return terms. No stock risk for retailer.

PRIORITY

Retailers repeat orders get a 24 hour despatch service.

If you would like to know more reasons for becoming a Suttons agent, please post this coupon today.



TO **Suttons Seeds**

(xxx), Reading, Berks

Please send me full details.

Name.....

Address.....

.....

.....

To all retailers
and wholesalers distributing
CABDRIVERS
PRODUCTS

IMPORTANT: CHANGE IN DISTRIBUTION

From 1st September, all orders will be processed and invoiced by
Ford Jackson & Co. (Sales) Ltd.

and manufactured by

HALAS LABORATORIES LTD

Thorp Arch Trading Estate, Boston Spa, Yorks.
Tel: Boston Spa 2695

All orders should now be placed through wholesalers. Goods
ordered since September 1st by Retail Pharmacies will be distributed
via wholesale outlets. Delivery will *not* be delayed!

(These changes form part of an overall marketing reorganisation, designed to produce a marked increase this winter
in sales of Cabdrivers Adult Lintus, Cabdrivers Junior Linctus, and Cabdrivers Cold Tablets. A powerful TV
advertising campaign is booked; be sure your stocks are high.)

The touch of
REAL
Beauty



Velouty
POWDER CREAM

In shades of Ivory, Natural, Ochre, Peach,
Sungold, Apricot, Rachel.

Recommended Retail Prices:

TUBES No 2 2/4 each (Trade 13/8 doz.)
TUBES No 3 4/- each (Trade 22/6 doz.)
PLASTIC JARS 7/- each (Trade 41/- doz.)

**The ALL-IN-ONE
Make up.**

A complete
modern beauty
treatment.

FROM YOUR USUAL WHOLESALER
OR DIRECT FROM

DIXOR LTD.

ST. LEONARD'S RD, MORTLAKE SW14

PROFESSIONAL NEWS

Pharmaceutical Society
of Northern Ireland

NI health centres : Council hits back at the critics

Annoyed by recent criticism in the *C&D* of its health centre policy, from people whom they feel should know better, the Council of the Pharmaceutical Society of Northern Ireland have prepared the following statement:

Criticism of the policy of the Pharmacy Practice Committee as adopted by the Council of the Society is expressed in letters published in the issues of the *Chemist & Druggist* dated August 1 and 22.

The letter dated August 1 appeared in the name of Mr J. A. Boyle, Armagh. Mr Boyle is a member of the Local Pharmaceutical Committee and of the Northern Ireland General Health Services Board.

With regard to Mr Boyle's remarks about policy it should be said that pharmacists are not spineless creatures likely to accept dictation from any body, whether professional or government sponsored, that is not backed by statutory authority. Does Mr Boyle imagine that any of the pharmaceutical bodies to which he refers has, or ought to be given, such dictatorial powers? The problems created for local pharmacists by the establishing of health centres vary from district to district and no policy, other than that put forward by the Pharmacy Practice Committee, could be applied fairly in each and every case.

Lack of leadership?

Mr Boyle complains of lack of leadership. He is, or should be, aware of the investigation carried out by the Future of Pharmacy and Pharmacy Practice Committees set up by the Council. Both of these Committees were comprised of representatives of the six pharmaceutical bodies (he conveniently forgets the Associates' Section of the Ulster Chemists' Association, the Northern Ireland Branch, Guild of Public Pharmacists and the Association of Pharmacist Representatives).

These investigations pointed to the unsatisfactory economic condition of pharmacy in Northern Ireland and indicated an 8-9 per cent return on capital with an earnings rate of £1,200 per annum for the owner pharmacist (1965 Tomski survey). Such a situation demands a revision of our present "over-distributed" service to bring about a reduction in the number of pharmacies and in the "overhead" burden and capital commitment of proprietors, this to be accompanied by an increase in productivity. These findings were fully reported to all the bodies and they asked the Pharmacy Practice Committee, not the Council, to produce the answer.

The Committee's first report, circulated to every member of the Society, indicated the advantage of the cost-sharing of qualified cover. The report was accompanied by a questionnaire and 97 per cent of replies requested the Pharmacy Practice

Committee to proceed in drawing up a plan for the rationalisation of the pharmaceutical service. The next stage was to achieve general agreement of the six bodies to rationalisation and to limitation of contract. As an intermediate step, the Local Pharmaceutical Committee was asked to examine the present Health Service contract and to seek improvements leading to payment for a comprehensive service instead of only for Part 4 services. The low profit margins in over-the-counter services of the pharmacist and particularly the dispensing fee charged for oral contraceptives were pointed out to the Ulster Chemists' Association and discussed at the joint meetings of the bodies. The health centre problem was also left to the Pharmacy Practice Committee which, at the request of the Local Pharmaceutical Committee, agreed to investigate the position. All bodies were asked to help through their representatives and in the absence of any alternative solution the consortium of pharmacists answer was put forward by the Pharmacy Practice Committee, not the Council.

In June, 1969, the Local Pharmaceutical Committee in a letter to the Health Services Board officially approved the action taken by 13 groups of pharmacists who had sought accommodation for pharmacies in health centres. The Ulster Chemists' Association has no official policy on health centre pharmacies. All the bodies, including the Pharmacy Practice Committee, are agreed that certain economic aspects of the consortium require further investigation. In the light of this factual account of events members may ask how Mr Boyle could be a member of the Local Pharmaceutical Committee and not know what the Committee was doing.

They may also wonder why he has not drawn the attention of the Northern Ireland General Health Services Board to the dissemination of "A mass of very dubious facts and figures by a high powered team of officials of the Board". Perhaps he has done so now.

The allegation that the Board is bent on organising the pharmaceutical service through health centres is not true and should be substantiated or withdrawn. The only action taken by the Board's officials has been to inform pharmacists when and where health centres are being planned and to ask what steps the local contractors wish to take.

The officials of both the Ministry of Health and the Board have always been helpful and are aware of the grave problems facing the consortia. When a con-

sortium indicates interest in participation in a health centre pharmacy the progress of the project requires the pharmacists and members of the other professions involved to make certain decisions within a time limit. These time limits are dictated by the architects and local health authorities, not the Board or the Ministry.

If the Ministry was intent on having a pharmacy at a health centre it would require only to have the local authority include a lock-up shop adjacent to the centre and offer this by tender to the highest bidder. Would this, the simplest solution, be acceptable to Mr Boyle?

The Pharmacy Practice Committee representatives attended many meetings of groups of contractors affected by proposed health centres but always at their request and with the knowledge of the representatives of the Ulster Chemists' Association and Local Pharmaceutical Committee. Indeed certain members of these two bodies did their share of this arduous visitation. It has twice been stated publicly, and accepted, that no pressure was exerted on a consortium by any member of the Pharmacy Practice Committee.

Question of coercion

Mr Boyle was present at meetings on November 13, 1969, and January 8, 1970, when the allegations of coercion were made, fully discussed and a denial given by members of the particular consortium involved. The situation in Omagh, where the possibility of the opening of a new pharmacy adjacent to the health centre led to participation, was known to all.

The letters appearing in the names of Mr T. W. Creswell and Mr John Knox, like that of Mr Boyle, insist that the Council are influencing consortia to provide a service from health centre pharmacies. Mr Creswell goes so far as to say the Council are "bitterly set" on such a course. Neither letter contains anything other than surmises. Mr Creswell asks if any pharmacist has realised the effect resulting from 40 health centres in Ulster, many with pharmacies. This is but one of the problems to which the Pharmacy Practice Committee has given a great deal of thought. He has closed his eyes firmly to the situations that arose in Omagh, Coleraine and Draperstown (not to mention Newtownards, Newtownabbey and Lurgan) and seems unaware that re-development may result in proprietors looking for openings in other areas.

Despite the denials given at the meetings, to which reference has been made earlier, Mr Knox continues with his allegations. His remarks about the co-option of the president of the Society to the Health Centres Advisory Committee of the Northern Ireland General Health Services Board are particularly objectionable. One would think that if a vacancy existed on the Committee it would be filled by the Board. It seems that this is what in fact happened. Mr Knox appears ignorant of the fact that the Society represents all registered pharmacists and that (as Mr Boyle states) the health centre pharmacy problem is one for the profession as a whole.

OPEN SHOP by E. C. Tenner

One man's meat

Today I received a prescription for Lasix and Digoxin tablets with a request from the customer to "Put the names on the labels, as it makes it easier for me to get my tablets." On further questioning, it transpired that the receptionist prescribes repeat supplies from the name on the label, without reference to any record cards that may exist. One doctor in our area stamps all his prescriptions "N.P. All Items," and freely admits that he does so so that his wife, with no relevant qualifications whatsoever, can write repeat prescriptions when he is out on call. Perhaps *Which?* would consider examining this situation, when unqualified personnel are writing repeat prescriptions, often for months — or even years — on end, without the patient seeing a doctor. In view of the interest shown in the abuse of barbiturates, the fact that these drugs are often issued in repeat procedures such as I have outlined, would perhaps persuade *Which?* to examine the other side of the coin of automatic labelling. I realise that addicts and those youngsters who experiment with drugs, are consumers in a sense, but surely *Which?* is not intent on ensuring their supplies? If so, and I am really convinced of the worthiness of its motives, perhaps *Which?* could now campaign to remove the abuses which I have indicated. If they succeed, they will find pharmacists much more willing to discuss automatic labelling.

The Irish

We English, in our typical arrogant insularity, have traditionally regarded the Irish as lesser mortals than we. *C&D's* correspondence, in this last week or so, should at least have shown that, as in England, the Irish face much the same problems, and with as much fight and spirit. What is certain, and I know only what I read of Irish pharmaceutical politics and problems, is that the advent of health centres in a smaller community such as in Northern Ireland, must have a greater effect than in a larger one, as here in Britain. No wonder, then, that correspondents are showing understandable anxiety about their futures. The Society in this country, if I have understood correctly, has said that pharmacy departments in health centres should only be contemplated when the existing pharmaceutical service is inadequate, and then only by a consortium of those involved in the changed pharmaceutical and medical scene. This, I understand, is seen by the pharmacists in Britain as a reasonable situation, and the only criticism has been one of the lack of control over the opening of new pharmacies. Is that different from the policy advocated by the Society in Northern Ireland, or have they been misunderstood as so often happens?

Perhaps lack of information, which has often bedevilled the situation in this country, is the culprit in Northern Ireland. If that is the case, the Council of the Society there can soon put matters right with an authoritative statement of their policy. Until it arrives, my sympathy is with those who see their livelihood in jeopardy. [See p. 291—Editor.]

Consumer associations note

I have read with interest of the laudable enterprise of the pharmacists in Kirkcaldy, in respect of the establishment by a consortium of all the pharmacists involved, of a dispensing department in the proposed health centre. I am, however, a little worried by the statement made by Mr Edward Taylor, Under Secretary for Health, Scottish Office, that "The architects' plans have not reached such a stage when such accommodation as would be required could not be incorporated." It may be that the pharmacists concerned took a long time, understandably, over such a far reaching decision, but it rather seems to me that they were not consulted in the first place as to whether such accommodation would be necessary. The Ministry of Health might care to set up some organisation to make sure that all interests are represented in discussions in new health centres. At the moment, only the doctors seem to be consulted at all. Doctors and pharmacists apart, one other notable interest is that of the public. There seems to be no machinery for consultation with the patients who will have to attend these places, sometimes being seriously inconvenienced by the siting of such centres. Surely there must be some Member of Parliament who might care to ask a Question in the House about this.

Sixty-five dollar question

At this moment in time I am willing to admit, and have often done so in this column, that I am getting on, but at what stage does one begin to boast about one's age? I am prompted to ask the question by the response of customers, who have not filled in the back of their EC 10's to the question as to whether they are over sixty-five. No-one seems to boast that he is sixty-six, but the seventies and over are usually very proud and indeed anxious to tell you their exact age, very often volunteering their age next birthday. Has it some connection with a period of adjustment after retiring, at the end of which one realises the need to conceal one's age in a competitive world has gone? Will it alter when retirement becomes compulsory at sixty? Self employed pharmacists will surely then be the last in the community to admit their age, as sheer economics seem to demand that they work for long after the rest have retired!

Conscientious objection

I note that John Ferguson, one of the Society's assistant secretaries is to speak at the Leeds Conference on the role of the pharmacist in health education. It opens up wonderful thoughts of pharmacists refusing to sell vitamin pills, and, instead, giving their customers advice on a proper diet; to which state of affairs I have no objection. Who, however, would lay down the official line on controversial matters, fluoridation of the water, for example, on which the World Health Organisation has just published a worthwhile book. I know of one pharmacist, for instance, who has led the campaign in his district against treating water in that way. I, personally, cannot agree with his attitude. Indeed, many of the official hand-outs by those who oppose fluoridation would be laughable, if the consequences were not so serious. Nevertheless this pharmacist holds his views sincerely. What would be the situation if he used his pharmacy to actively campaign against fluoridation when the official line to pharmacists was to advocate it? It is an intriguing thought that if we become part of the health education teams we may have to grant the right of conscientious objection to those pharmacists who hold contrary views on a specific subject.

The P.O.W.

Mr Jenkins, in his letter (*C&D*, August 22, p 225), makes a very neat point concerning the five per cent of non-users of anti-freeze, described by the "NPU ad-men" as belonging to the lunatic fringe. Mr Jenkins points out that they may run cars which do not require the addition of anti-freeze. Or, indeed, they may be motorists who only run their cars in summer. I cannot agree with much of the rest of what Mr Jenkins says, but it would be a pity if his one good argument was lost in his long letter. I accord it the accolade of "Point of the Week."

Equipment

Decimal printed tape

Sellotape Products Ltd, Edgware, Middlesex, have introduced a special printed vinyl tape, designed to help the switch-over to decimal price labelling.

The self-adhesive, single-ply vinyl tape is printed in orange and blue on a white "write-on" background. One half has space to write in pencil or ballpoint pen the existing sterling price. The other half, directly underneath, has space to write the equivalent price in new pence.

The tape is available in rolls 15 mm wide by 66 m long, wound on 76 mm cores.

Rent-or-buy cash register

The Decimo 10½ cash register with the new halfpenny key is made so that the machine can be separated from the drawer to provide a portable fast adding machine. The rent is 12s 6d per week including service or is sold at £69 15s (Decimo Ltd, 95 Grays Inn Road, London WC1X 8TX.)

We know about nails-

and so we should. Our laboratories in Geneva have become internationally renowned for their development of nail care products. These have been proved by beauticians and manicurists all over the world and are now available in the United Kingdom in new packs.

Mavala Scientifique 1, 2 or 4 c.c.

Mavaderma 2 and 4 c.c.

Mavala 002 2 and 4 c.c.

Stop 2 c.c.

Also **Mavala mini-colour** nail enamels now in the U.K. with a special gold mesh display unit.

All now available through your local wholesaler and supported by National Advertising commencing in September.

The people who really know about nails

MAVALA

The World at your fingertips

MAVALA LABORATORIES LTD. HORLEY SURREY
HORLEY 6961

You don't have to have backache...



to profit from DOAN'S

Doan's are one of the most trusted and best selling products in the backache remedy market bringing soothing relief to thousands of backache sufferers. Today, new Doan's has powerful paracetamol – the modern painkiller to help ease nagging aches and pains.

Regular advertising in all the big daily and Sunday papers ensures steady, volume sales right through the year.

So why not introduce your new customers to the effectiveness of Doan's? They'll be glad you did. And so will you!

DOAN'S

Backache **PILLS**

Fulford Williams, makers and distributors of medicines and toiletry products, Cornwall Road, Hatch End, Middlesex. HA5 4JY.

APOTHECARY TO PHARMACIST

by T. D. Whittet, Hon Dsc, BSc, PhD, FPS, FRIC, DBA

SWITZERLAND

Switzerland, despite her small size, is unique in Europe in comprising three racial elements and having four official languages. For about 70 per cent of the population German is the main language, for 20 per cent French, for about 6 per cent Italian, while in the Canton of the Grisons in Eastern Switzerland the inhabitants have a language of their own called Romansch or Ladin, which has been recognised as the fourth national language since 1938.

In the federation are 25 small states known as cantons, each with its own laws. There is no comprehensive pharmaceutical legislation but a Chief Pharmacist to the Federal Government deals with intercantonal and external affairs.

The earliest Swiss pharmacies were those of the monasteries. There is a record of an *armamentarium medicinarum* (sometimes called *armamentarium pigmentarium*) and of a herb garden attached to the Monastery of St Gallen in 850.

French-speaking Switzerland contains three cantons: Geneva, Neuchâtel and Vaud. In the records of the Canton of Geneva there are 12 texts of a law DES APOTHIKAIRES (1569) 26 texts (1658) of a law about "Maitres Apothicaires." Up to

the twenty-fourth of them the word APOTHIKAIRE is used, but in articles 24 to 26 the words MAITRE PHARMACIEN appear. The reference is important in showing that in Switzerland the word "pharmicien" was used long before it became popular in France. A decision of the Government in 1289 related to DEUX PHARMACIES, and in 1699 there was discussion between MAITRES PHARMACIENS ET CHIRURGIENS.

In 1772 UN PHARMACIEN was fined for using wrong weights, and in 1790 M. Macaire was allowed to open UNE PHARMACIE. The word APOTHIKAIRE does not appear to have been used after the end of the 18th century.

In Basle the first pharmacies were established by the Dominican Order. First private pharmacy opened there was in 1259. Strict separation of pharmacy from medicine was decreed by legislation in 1271 and since then the terms APOTHEKER for the pharmacist and APOTHEKE for the pharmacy have been used. Until the middle of the 19th century the number of pharmacies was strictly limited by law; until then only five were authorised in Basle. Pharmacists were included with medical practitioners as MEDIZINALPERSONEN (Health Service Personnel), yet they frequently had to fight against encroachment of their rights and duties by merchants and other unauthorised traders.

Pharmaceutical conditions were similar

in other Swiss capitals. According to Power & Poston ("Studies in English Trade in the 15th century") the Geneva apothecaries in the 15th century combined the functions of spice-merchants and doctors.

Academic education in pharmacy began shortly after the foundation of the University of Basle in 1460 but compulsory studies did not commence until after the end of the 18th century. Its evolution followed the usual continental pattern leading to the present 5½-year course for the diploma of EIDGENÖSSISCHE APOTHEKER-DIPLOM, the first word being derived from the communal oath taken by members of a republican community.

In the French-speaking districts the pharmacist is known as PHARMACIEN and his premises as PHARMACIE, in the Italian-speaking areas as FARMACISTA and FARMACIA respectively. In German-speaking Switzerland APOTHEKER and APOTHEKE are the usual terms as in all German-speaking countries. Drug Stores of the British type exist in Switzerland and are known as DROGERIA (German), DROGUERIE (French).

Everyone engaged in pharmaceutical studies or practice is called a PHARMAZEUT. Dr Lutz, of Basle, has informed me that the term PHARMAZEUTIK has recently been coined to describe pharmacy as a science.

The following are the principal pharmaceutical and terms in Romansch:

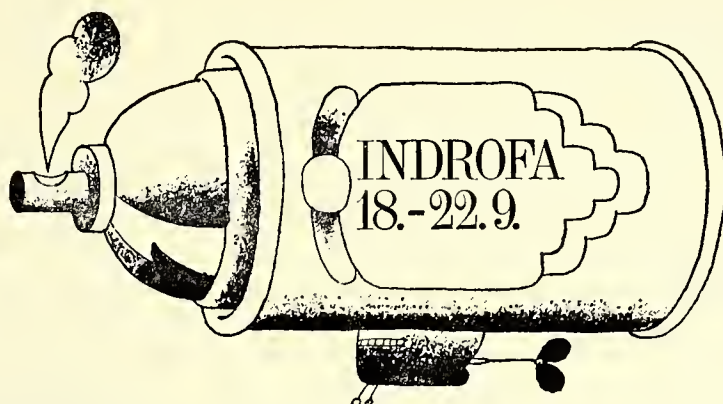
| | |
|-----------------------|---------------------|
| Pharmacist | FARMACIST |
| | FARMACEUT |
| Apothecary | APOTECAR |
| Pharmacy | FARMACIA |
| (building) | APOTECA |
| Pharmacy | SCIENZA FARMACEUTA |
| (subject) | FARMACOLOGIA |
| Pharmaceutical | FARMACEUTIC |
| Pharmacopoeia ... | CUDESCH DA MASDINAS |
| Drug | DROGA |
| Druggist | DROGHIER |
| | DROGHIST |
| Drug-Store | DROGARIA |
| Chemist | CHEMIST |
| Chemistry | CHEMIA |
| Chemical | CHEMICALIAS |
| Medicine | MEDICINA |
| (subject) | |
| Medicine | MASDINA |
| (material) | |
| Medicament | MEDICAMANT |
| Remedy | REMEIDI |
| Medicinal | MEDICINIC |
| Medical | MEDICAL |
| Medicinal Plant | ERBAS MEDICINALES |
| | ERVAS MEDININELAS |

The Swiss Pharmaceutical Society uses the French and German titles *Société Suisse de Pharmacie* and *Schweizerische Apothekerverein* respectively. The official organ of the Society bears three main titles:— *Schweizerische Apotheker Zeitung*, *Journal Suisse de Pharmacie* and *Giornale Svizzero di Farmacia*. The subtitle is also given in Latin: *Pharmaceutica Acta Helvetica*.

I am grateful to Dr Emil Lang, Ciba, Basle, for the list of Romansch words, to Dr Alfons Lutz, Honorary Reader at the University of Basle and Dr H. R. Fehlmann of Apotheke Wildeggen for much information on Swiss pharmacy, and to Apotheker H. Hotz (Apotheke Kussnacht) for the photograph.



The pharmacy of J. Müller in Lucerne is pictured in the centre here. The house was built in 1530 and renovated in 1895



Information & Buyers' Passes from :
Lep Transport Ltd. (Fairs Dept),
Sunlight Wharf, Upper Thames Street,
London, EC4.
Telephone : 01-236 5050

*"a Five Day Journey
into the World of perfumes, beauty and health"*

offers you INDROFA International Drug-Store Exhibition
Frankfurt/Main

18th-22nd September 1970 daily between 9 a.m. and 6 p.m.

STOCK **Andy** SLEEPING GLOVES



This is one of
the range of
Andy house-
hold and
garden gloves.
Write for
details.

**TEDSON
THORNLEY
& CO. LTD.**
(C & D) ROCHDALE
LANCASHIRE

**LIGHTWEIGHT, COMFORTABLE,
WILL NOT SLIP OFF, EASILY WASHED.**

Specially manufactured for people with skin complaints
who use skin creams at night—or women who use
hand lotions. Lotions and creams stay on the hands
and the bed linen is protected.

**53/6 PER DOZEN PAIRS + 7/1 $\frac{3}{4}$ P.T.
SUGGESTED RETAIL PRICE 7/3 PER PAIR**

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

*For additional information, or to apply for
assistance, write to :*

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6-12, Clarges Street
London W1Y 8DH

MARKET NEWS

Prices ease on low demand

London, September 2: With little demand from buyers holders of crude drugs again reduced prices of several items in order to try to attract business. Matto Grosso ipecacuanha was down 2s lb. in both positions and Cape aloes were easier by 10s cwt. Kola nuts were offered at tenpence lb and quillaia bark at 340s cwt.

In essential oils Chinese citronella was marginally dearer at 9s 6d lb, on the spot and 9s 9d, cif, while Brazilian peppermint was sixpence lb down on the spot at 18s.

Crude drugs

Aloes: (cwt) Cape primes 285s; 275s cif. Curacao 700s cif.

Cassia: *Lignea* 490s cwt duty paid; 425s, cif for broken.

Cinnamon: Seychelles bark 260s cwt; 237s 6d, cif Ceylon quills (cif) four O's 6s 6d lb two O's 6s 2d; quillings 3s 6d.

Cloves: (lb) Ceylon No. 1 18s 9d, cif; Zanzibar 15s 11d, cif; Madagascar 14s to 19s, fob as to date.

Ginger: (cwt). Nigerian peeled 590s spot, 600s, cif; split 380s spot; 375s cif. Jamaican No. 3, 1180s spot, Sierra Leone 610s spot, 620s cif. Cochin 725s, cif.

Ipecacuanha: Matto Grosso 66s lb spot 64s, cif Costa Rican, spot 66s 6d; shipment 64s, cif.

Kola nuts: West African halves 10d lb spot; 9d, cif.

Liquorice: (cwt) Chinese root spot 100s cwt, 90s, cif Russian 85s, cif. Anatolian block 290s, nominal; spray-dried powder 3s 9d lb delivered.

Lobelia: (lb) Dutch, 4s 9d, spot 4s 4d, cif; American 9s, cif.

Lycopodium: Indian 62s 6d lb spot, 45s, cif.

Mace: Grenada No. 1, 9s, cif.

Menthol: (lb) Chinese spot 65s; Brazilian 36s 6d; spot, 36s 3d, cif.

Mercury: Spot: £212 per flask of 76 lb.

Nutmegs: (Per lb, cif). Grenada 80's 5s 7d; 110's 5s 4d; assorted 3s 9½d; defectives 3s 9d.

Nux vomica: (cif) Ceylon 80s cwt; Saigon 145s.

Orris root: Up to 600s per cwt, c & f.

Pepper: Sarawak white 4s 5½d lb spot; 4s 2d, cif; black 3s 8d; 3s 7d, cif.

Quillaia: Spot 340s spot; 315s cif.

Rhubarb: 10s to 25s lb as to grade.

Saffron: Mancha superior 530s per lb.

Sarsaparilla: Spot 5s 3d lb, shipment 5s, cif.

Seeds: (Per cwt) Anise: Star 165s Spanish green 245s. Caraway: Dutch 172s 6d. Celery: Indian afloat 360s. Coriander: Moroccan September-October shipment 82s 6d, cif. Cumin: Syrian September 263s, cif. Dill: Indian new crop 180s, cif; Chinese 125s duty paid. Fennel: Chinese 107s 6d spot; 100s, cif. Fenugreek: Moroccan 75s duty paid; 58s, cif. Mustard: English 35s to 90s as to quality.

Senega: Canadian 24s; shipment 23s 6d, cif. Japanese 20s in bond; 18s, cif.

Senna: (lb) Tinnevely: No. 3 f.a.q. leaves 1s 4d pods; hand picked 2s 2d; manufacturing 1s 8d Alexandria hand-picked pods 10s-11s; manufacturing 2s 9d-3s.

Squill: White. New crop afloat 230s cwt, cif September-October shipment 210s cif.

Tonquin beans: Para 7s 3d lb spot, 6s 9d, cif.

Turmeric: Madras finger 255s cwt; September-October shipment 203s.

Valerian: Continental 340s cwt; 320s, cif. Indian 300s spot; 290s, cif.

Waxes: (Per cwt) Bees: nominal. Candelilla: 560 spot, 540s cif. Carnauba: fatty-grey 350s; prime yellow 575s, spot.

Witch hazel leaves: 5s 6d, spot; 5s 4d, cif.

COMING EVENTS

Monday, September 7

Northampton Branch, Pharmaceutical Society, Cripps Medical Centre, Northampton General Hospital, at 8 pm. Miss M. A. Barr (a member of Council) on "Recent changes in pharmacy."

Thursday, September 10

London Chemists' Golfing Society, Porters Park Golf Club. Play for Johnson & Johnson Cup (medal); Scott & Bowne 4711 Prize (Bogey) and Thompson Trophy (Stableford).

FROMENT

STABILISED PURE WHEAT GERM

A NOURISHING AND HEALTH-GIVING FOOD FOR ALL THE FAMILY

Well advertised. Finest Value.

Packed in 3 sizes—Don't be without FROMENT when your customers ask, for wheat germ

SOLE MANUFACTURERS: JOHN H. HERON LTD., HOOK ROAD MILLS, GOOLE. TEL 2153/4



TRADE MARK **'VERLOG'** SURGICAL ELASTIC HOSIERY

Registered Brands: VERLOSHEER, VERLOFABRIK, VERLONET
All qualities approved under N.H.S.

BELTS, TRUSSES, SUSPENSORY BANDAGES, ETC.
THOS. GLOVER & SON, LTD., CARLTON, NOTTINGHAM

Tel.: 248227 (2 lines)

Grams: Verlog, Nottingham

SOLAZZI

Sold for over 150 years

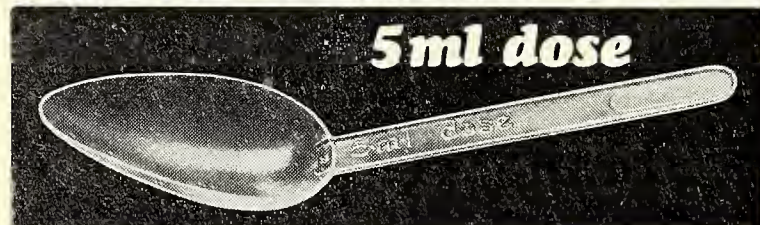


Very Pure

The famous Calabrian (Italian) brand Licorice

PLASTIC MEDICINE SPOON

5ml dose



Immediate Delivery; Low Prices; High Quality.

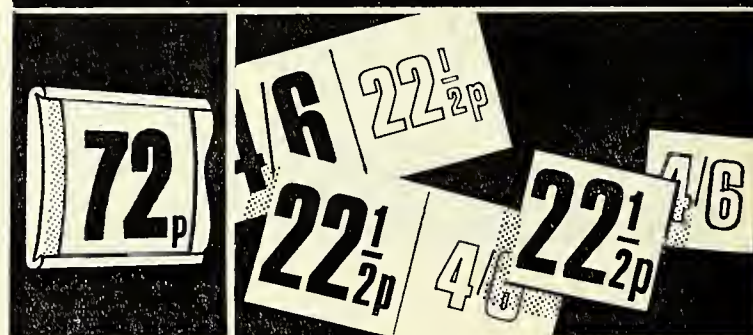
Heavy investment in high volume capacity equipment enables us to sell at low prices and offer off-the-shelf delivery. Spoons are made to official B.S.S. No. 3221/4.

ASHWOOD TIMBER & PLASTICS LIMITED.

Plyfa House, Leven Road, London E.14. Tel: 01-987 6461/6343

GO DECIMAL WITH PENTIC

Plastic Price Tickets



Send for fully illustrated catalogue

PENTIC

NORMAN PENDRED & CO. LTD.

13 Gladiator Street, London, S.E.23. Tel. 01-690 4841

CLASSIFIED**TEL: 01-240 0855****HOSPITAL APPOINTMENTS****NORTHERN IRELAND HOSPITALS AUTHORITY
WESTERN HOSPITAL MANAGEMENT COMMITTEE****DEPUTY CHIEF PHARMACIST**

Applications are invited from suitably qualified persons for the post of Deputy Chief Pharmacist IV, to undertake duties at hospitals in the West Tyrone area. Salary scale £1,509 by seven increments to £1,930 per annum.

Applications giving full details of qualifications, experience etc., should be sent to the Group Secretary, Western Hospital Management Committee, Tyrone and Fermanagh Hospital, Omagh, as soon as possible.

**MOORFIELDS
EYE HOSPITAL**

Applications are invited for the post of Pharmacy Technician I or II. Interesting post in modern, well equipped department. Duties finish at 4.30 p.m. Monday to Friday; Saturday 1 p.m. with alternate Saturdays free. Whitley Council salary and conditions of service. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London EC 1.

**ILFORD & DISTRICT H.M.C.
GROUP PHARMACY**

Deputy Chief Pharmacist required. Whitley Council salary and conditions of service. Apply to Group Secretary.

Senior Pharmacist required. This is a Group post with duties at Barking Hospital, Upney Lane, Barking, Essex and King George Hospital. Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

**MOORFIELDS EYE HOSPITAL
BASIC GRADE PHARMACIST**

Basic Grade Pharmacist required in a busy Pharmacy. Sterile products section at present being enlarged. Duties finish at 4.30 p.m. Monday to Friday. 1 p.m. on Saturday with alternative Saturdays free. Applications received from Students who complete a post-graduate course this summer will be favourably considered. Whitley Council salary and conditions of service.

Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London EC 1.

**Tablet and Capsule
Identification
Guide**

20s post free from C & D

12 Dyott Street,
London, WC1A 1DA.

SITUATIONS VACANT

PHARMACY TECHNICIAN WANTED. Are you a young lady with a basic knowledge of the pharmacy trade? If so we have the job for you! Advantages: Good working conditions, West End office, above average salary. Interested? Apply Box No. 1685.

STOREKEEPER REQUIRED: by Manufacturing Chemists. 5 day week, South London. Geo. Woodward & Co Ltd, 225 Putney Bridge Road, London SW 15. Tel.: 01-870 0971.

MISCELLANEOUS**LATEX PROTECTIVES**

CONTURE (Form-Fitting)
90/- gross (retail 5/-
packet of 3)

KORALLE Continental 45/-
box of 30 (retail 3/-
each)

From your usual wholesaler, or c.w.o. for delivery by return:

SUREX LTD.
8 Edward Street, Blackpool
Tel: 0253 20509

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists." 52s. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

FOR SALE**DISPENSING AIDS**

| TABLET COUNTERS, TRIANGULAR, STAINLESS STEEL | | | | | | |
|--------------------------------------------------|-------------|------------------|-----|-----|-----|------|
| Type 'A' | Two walls | 6" side | ... | ... | ... | 12/- |
| | | 8" side | ... | ... | ... | 15/- |
| | | 10" side | ... | ... | ... | 18/- |
| | | or 42/- per set. | | | | |
| Type 'B' | Three walls | 6" side | ... | ... | ... | 14/- |
| | | 8" side | ... | ... | ... | 17/- |
| | | 10" side | ... | ... | ... | 20/- |
| | | or 48/- per set. | | | | |
| CAPSULE COUNTERS, STAINLESS STEEL | | | | | | |
| Rapid and accurate counting in multiples of ten. | | | | | | |
| | | 5" x 3 1/2" | ... | ... | ... | 17/- |
| | | 7 1/2" x 3 1/2" | ... | ... | ... | 22/- |
| | | or 36/- per set. | | | | |

BOTTLE LABEL STRIPPER

White enamelled steel platform 10" x 6". Supports bottle and catches stripped labels in tray. Complete with plastic handled cutter and five heavy duty blades. 40/- Spare cutter 4/- Spare blades 5 for 3/-.

LABEL MOISTENER

Fitted with pure bristle brush for perfect all over moistening of labels up to 6" wide at one flick with no unstuck corners. Will give a lifetime's use ... £3.15.0.

All prices include postage and packing.

CRIPPS & BROWN LTD.
64 HIGHFIELD LANE, BIRMINGHAM 32

PRICE ticket shelf edging white plastic 3/4 in. at 8d. ft., 1 in. at 9d. ft. 1 1/4 in. at 10d. ft. Price tickets 14s. gross. Also full range of shop-fittings. Midlands Shop Equipment Co., Ltd., 179 Bromsgrove Street, Birmingham 5. Tel.: 021-602 1943.

CIGARS AND WHIFFS, up to 30% saving! Top brand discount service. Write for list and free CIGAR PLAN, CD33, Havana House, Birmingham 20.

SHOPFITTINGS

SPECIALIST chemist fittings. Free brochure of system 80 modern modular units. Write to Olney Brothers Ltd., Northbridge Road, Berkhamsted, Herts. Telephone: 5417.

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in July, Aug. and Sept., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

BURGLAR ALARMS

No down payment on quality alarm systems, installed to insurance specifications. Free surveys without obligation. Phone day or night Rent-O-Larm.

London 01-346 6644
Birmingham 021-444 5544
Manchester 061-834 4446

BUSINESS FOR SALE

SUSSEX RETIREMENT. Well established business, turnover current year should reach about £30,000 with good return to owner. Good NHS. Lease, easy hours and rota. Favourable site, close to station. Doctors near. Price asked, including stock, about £11,200. Box 1686.

**RUBBER
STAMPS**

Rubber stamps are an invaluable aid to busy people. We are able to make these at **extremely competitive** prices and simple stamps can be made **by return**. Please send for our price list and details to the

Printing Department,
A. BROWN & SONS LTD.,
Perth Street West,
Hull.

WANTED

WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLAckfriars 9432 (5 lines). Bankers, Midland Bank, Ltd. C 613

WE PURCHASE surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

CLASSIFIED**TEL: 01-240 0855****BUSINESSES FOR SALE****ORRIDGE AND CO.**

DACRE HOUSE,
DACRE STREET,
VICTORIA STREET, LONDON SW 1.
Tel.: 01-799 6433 (5 lines)

WEST LONDON. Main road position. Business for sale owing to retirement. Mixed trade. Spacious accommodation over. Very valuable freehold. Turnover about £150,000 p.a. Considerable scope. Lease may be arranged. Price suggested in respect of freehold, valuable fittings and fixtures and goodwill £75,000 plus stock at valuation, a substantial portion of which can be raised on mortgage. Banker's reference with application please.

TASMANIA, AUSTRALIA. Middle class country retail business for sale by Englishman who proposes returning home after a considerable number of years in Tasmania. Austr.\$ worth about 9s 0d Sterling. Increasing turnover last year over \$43,000. N/p \$13,000. Living accommodation arrangeable. Unopposed. Beautiful country district. Price: Austr. \$9,500. SAV. Sole Agents.

CAMBS. Nr. Newmarket. General retail business in country district, with freehold property. Turnover last year under management £36,644. Net profit £2,900 plus Manager's salary. Good NHS. Splendid living accommodation. Est. 1945. Price: G/w £3,000. F&f £3,400. Property £17,000. SAV.

EDGWARE. Retirement vacancy. Family retail business. Turnover last year £19,435. Living accommodation sublet at present. NHS about 1,145 items/month. Premises held on lease. Price: only £1,717 SAV.

ERNEST J. GEORGE & CO.

(INCORPORATING JOHN S. THORPE & CO.)

Chichester House, 278/282 High Holborn, London, WC1V 7EZ 01-405 7406/7
Tudor House, Bridge Street, Walsall, WS1 1EZ 0922 28748
Gardale House, Gatley Rd., Gatley, Cheshire, SK8 4AT Ches. 061-428 6718/9

GLAMORGAN. (Death vacancy). Old established pharmacy, present turnover approximately £22,000. NHS exceeds 1,000 items per month. Profitable optical connection. Return to owner/manager, excluding optics, approximately £3,000 per annum. Lease granted. Price asked — s.a.v. est. £1,500, f.&f. £500 (including new till). Offers for goodwill about £1,000. (Walsall Office).

LONDON W. Retirement and ill health vacancy. Turnover 1969 £11,720. Double fronted lock up shop, separate dispensary, stockroom, etc., 21 year lease. Normal hours, lunch time closing, no rota. Ravourable main road position, should be good scope owner/manager able to devote whole time to business. Price asked £740 plus s.a.v. approx. £3,200. (London Office).

SUFFOLK. Sale urgent due deteriorating health. Old established and well situated pharmacy, turnover about £18,000. Business and property available and offers will be considered. Full details London Office.

BRIGHTON DRUG STORE. Well established business in town centre, heavy seasonal passing trade. Present turnover about £19,500. Double fronted lock up premises. Lease. Good agencies. Price £2,000 plus s.a.v. (London Office).

TRADE SERVICES

FOR CASH REGISTERS AND ADDING MACHINES CONTACT, Macveigh & Larkin, 55 Cowcross Street, London EC1 (opposite Farringdon Station). Tel: Clerkenwell, 7434.

CASH REGISTERS: visual decimal conversion from £15. Machines bought and sold. Tel.: 01-573 2108.

GENUINE 7 DAY SERVICE PRINTED SELF ADHESIVE LABELS.

| | | | |
|-------|--------------|----|------|
| 2,500 | 1½ in x 1 in | £5 | 5 0 |
| 5,000 | | £8 | 2 0 |
| 2,500 | 2 in x 1 in | £5 | 12 0 |
| 5,000 | | £9 | |

Special prices given for larger quantities. Send trial order to:

Speedprint Services,
60a High Street,
Egham, Surrey.
Tel. Egham 4978

Many other sizes available.
Payment with order less 5%.

SHOP COUNTERS: 3/4 in block-board and formica cupboards of all sizes. Tel.: Waltham Cross 38726.

ISLE OF MAN

Long established pharmacy close to two surgeries (six doctors). Turnover £12,000 to £15,000 per annum. Audited accounts. Living accommodation over. Reasonable rent and five years lease with option to purchase. Price for business, fixtures and fittings £1,500 (negotiable) plus stock required (at valuation).

Box No. 1677

Aldershot freehold shop with living accommodation. Very recently used as druggists and with real opportunity for this trade to be continued. £1,950 including f. & f. S.A.V.

K. J. APHORPE & CO.,

12 Station Road, Aldershot 22544.

Classified Advertisement Rates**Display:**

£4 per s.c.i. min. 1" s.c. (1" x 1½")
¼ page (4½" x 3½") £36
½ page (4½" x 7") or (9" x 3½") £58
1 page (9½" x 7") £98

Screen: 100

Semi-Display: £3 per s.c.i.: min. 1" s.c.

Lineage: 6/- per line, min. 5 lines @ 30/-

Box Numbers: 3/- extra

Series Discounts:

5% discount on 3 insertions and over
15% discount on 13 insertions and over

Headings:

All advertisements appear under appropriate headings

Copy Date:

4 p.m. Tuesday prior to publication date

Advertisements should be pre-paid

Publication Date:

Every Saturday

Post to:

Classified Advertisement Manager
Chemist & Druggist
12 Dyott Street
London WC1

Telephone: 01-240 0855

Circulation:

Weekly net sale in excess of 15,200

CAPSULES

We have surplus capacity to dry-fill hard two piece gelatin capsules. For details write Box No. 1604.





What have all these in common?

As raw materials, probably very little. But when processed to perfection in Ransom's galenical laboratories they all qualify for the Ransom hallmark of excellence. Ransom's galenicals are second to none—over a century's

experience goes into every item. When you're next in the market for galenicals, just ask Ransom's to quote before you place your order. Ransom's is an entirely self-contained business, unconnected with any other firm in the industry.



Established in 1846
and still independent

William Ransom & Son Ltd.
HITCHIN HERTFORDSHIRE ENGLAND.



THE BEATSON METRIC MEDICAL

made to British Standard Specification 1679 part 6.

WHITE FLINT

Made in sizes

50 ml, 100 ml, 150 ml, 200 ml, 300 ml, 500 ml.

*R/4 medium deep caps available as follows:

- (a) Black plastic with woodpulp faced BK Steran liner.
- (b) White polypropylene wadless.

*Packed in sealed cartons in quantities of

| | |
|------------------|--------------------|
| 50 ml — 12 doz. | } neck size 22 mm. |
| 100 ml — 12 doz. | |
| 150 ml — 6 doz. | |
| 200 ml — 6 doz. | } neck size 28 mm. |
| 300 ml — 3 doz. | |
| 500 ml — 3 doz. | |



From your Wholesaler

BEATSON GLASS CONTAINERS—clearly the best

BEATSON, CLARK & CO. LTD., ROTHERHAM YORKSHIRE Tel: 79141 Telex: 54329